THE CANNING TRADE
THE Journal OF THE Canning AND Allied Industries
ESTABLISHED 1878

1878—FOR 52 YEARS THE CANNED FOODS AUTHORITY—1930

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Hard boiled . . . *but true*

IF the Can Company from whom you buy Cans hasn't the resources to offer every possible facility of service—you aren't getting the most out of your dollars. If resources aren't there to have the finest equipment—to hire the finest brains—well, you're bound to miss out in some degree. Sounds hard boiled—but it's true.

When you're buying cans, resources are most important. Which is one reason why for so many canners American Can Company is the first and only choice. Thanks to great research laboratories—and to men working in them day and night, Canco customers are usually the first to profit in the discovery of new types of containers, new methods of preparing and packing products. Deliveries—swift and certain—are taken care of by a network of plants, located in the major canning centers of the country.

Number 9 of a Series

The story of the American Can Company—of which this is Chapter 9—is a story which will be interesting to everyone connected with the packing of quality canned foods. These advertisements are a regular feature of this magazine. It will be well worth your while to read them.

Because Canco does have all these facilities of experience, of resources and brains—we are able to serve you the way you want to be served. Whatever or wherever your problem may be, let Canco take care of your requirements. The Canco men who serve you are backed by every conceivable resource necessary to render the highest type of help.

AMERICAN CAN COMPANY

Connect *your* distant Offices by Telephone Typewriter Service

TELEPHONE TYPEWRITER SERVICE speeds business and cuts operating costs. It transmits typewritten messages instantly between the separated divisions of an organization. It is quick, accurate and handles an unlimited flow of incoming and outgoing messages in a single business day. Orders are reproduced identically on duplicate printed forms. Inquiries are answered from a distant city the minute they arise. Routine is simplified and expensive duplication of operations eliminated.

A textile company has headquarters in Boston, sales offices in New York, a manufacturing plant at Biddeford, Maine, and a bleachery at Lewiston, Maine. Telephone Typewriter Service ties together the operation of all these units. An official writes: "Many transactions can be cleaned up on the same day that they arise, even if they concern several offices. A saving of 48 hours or more in the handling of orders is frequently effected."

A public service corporation uses Telephone Typewriter Service to connect its offices in three cities. General information and executive messages are exchanged.

Your local Bell Telephone Business Office will gladly show you how this modern business aid can be of value to your company.

The New York office of the International Nickel Co., maintains constant contact with factories at Huntington, W Va.

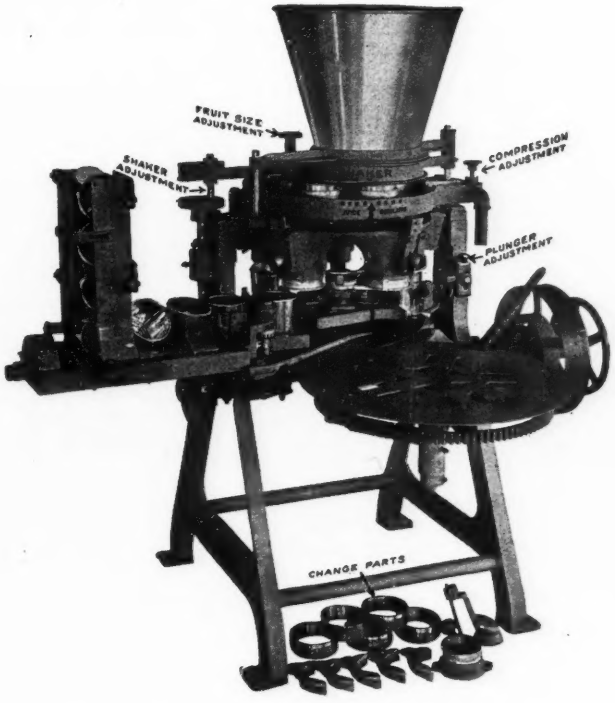
Nine outlying plants are connected with the Chicago office of the American Can Company by telephone typewriters.

The Kelly-Springfield Tire Company uses telephone typewriter service between New York and Cumberland, Md.

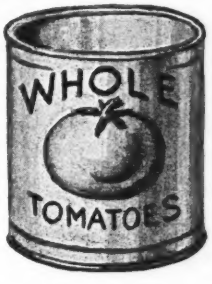
AYARS LATEST MODEL

CUT STRING BEAN and TOMATO FILLER

FOR CUT STRING BEANS



FOR TOMATOES



Also For Beets, Cherries, Plums etc.

J. H. HOFFECKER CANNING CO.
CANNED FRUITS AND VEGETABLES
PACKED IN COMPLIANCE WITH "PURE FOOD LAW"

PHONE SMYRNA. 89

Smyrna, Delaware.
Sept. 9, 1930.

Gentlemen:-

We are delighted with our new tomato filler. It is filling our cans more uniformly than any filler we have ever used. It more nearly approaches hand work than any filler we have heretofor used.

It has not mashed a single can and has given not only a more uniform fill but a more satisfactory fill than any machine we have ever used. We know that we are getting a very much better yield of cans per ton of tomatoes this year as compared with last.

We thought you would like to have this voluntary expression, hence this letter.

Very truly yours,

WOH/r. J. H. Hoffecker Cng. Co.

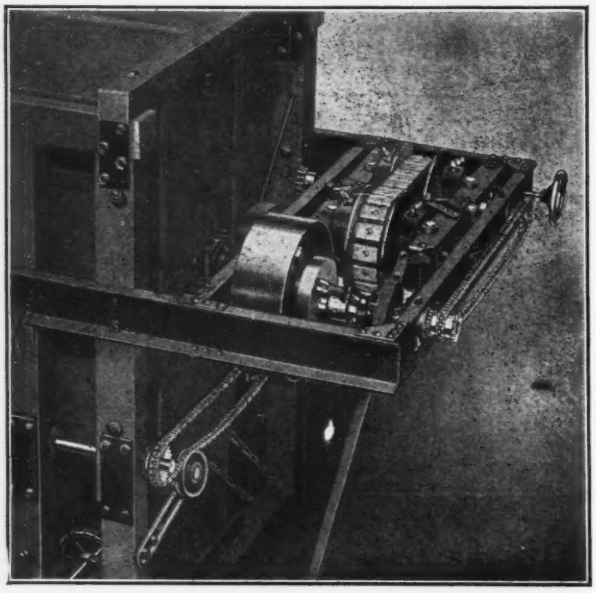
W. O. Hoffecker
President.

Manufacturers of

Pea & Bean Fillers
Rotary Syruper
Hot Water Exhauster
Liquid Plunger Filler
Tomato Trimmer & Scalder
Tomato Corer
Process Clock
Corn & Milk Shakers
Beet Topper
Beet Grader
Beet Slitter
Beet Slicer
Tomato Washer
Can Cleaner
Can Sterilizer
Angle Hanger
Friction Clutch

AYARS MACHINE COMPANY

Salem. New Jersey



1928 MODEL VINER

MAXIMUM CAPACITY AT ALL BEATER SPEEDS

CONSTANT speed drive to *REEL* thru roller chain and live travellers mounted on *TIMKEN BEARING SHAFTS.*

VARIABLE speed drive to *BEATER CYLINDER ONLY*

Patented March 15, 1928
(REEVES Transmission)

CHISHOLM-RYDER COMPANY, Incorporated

NIAGARA FALLS, N. Y.

MANUFACTURERS OF

Green Pea Viners
Green Pea Feeders
Green Bean Graders
Green Bean Cleaners
Green Bean Snippers
Conveyors
Can Markers
Lift Trucks

SPECIAL MACHINERY BUILT TO ORDER

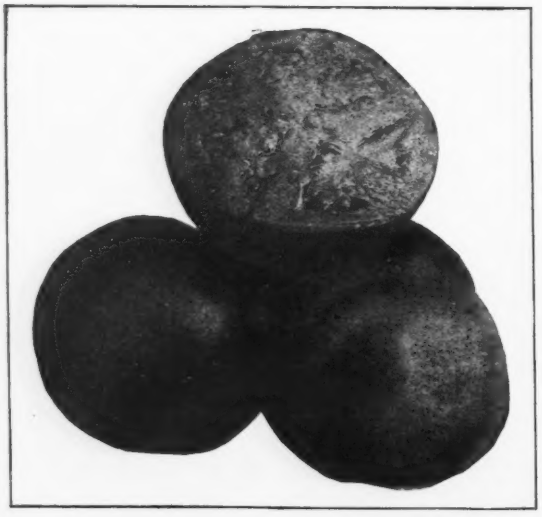
SPECIAL AGENTS

JAMES Q. LEAVITT COMPANY
Ogden, Utah

A. K. ROBINS & CO., INC.
Baltimore, Md.

BROWN BOGGS FOUNDRY & MACHINERY COMPANY, Ltd.
Hamilton, Ontario

NORTHERN GROWN TOMATO SEED



PEA, BEANS, CORN AND ALL SEEDS USED BY THE CANNING AND PICKLING TRADE

We are Headquarters and Extensive Growers of all varieties of Tomatoes used by the

CANNING TRADE

and are always glad to quote prices, either for prompt shipment or future delivery, on

Bonny Best, Chalk's Jewel, Earliana, Favorite, Greater Baltimore, John Baer, Matchless, Red Rock, Stone, Marglobe, Red Head.

Our Stocks are unsurpassed for Earliness, Uuiformity and Trueness to Type and are largely used by the most critical canners in the trade.

Stock Put Up To Suit The Convenience Of The Canner

JEROME B. RICE SEED CO.

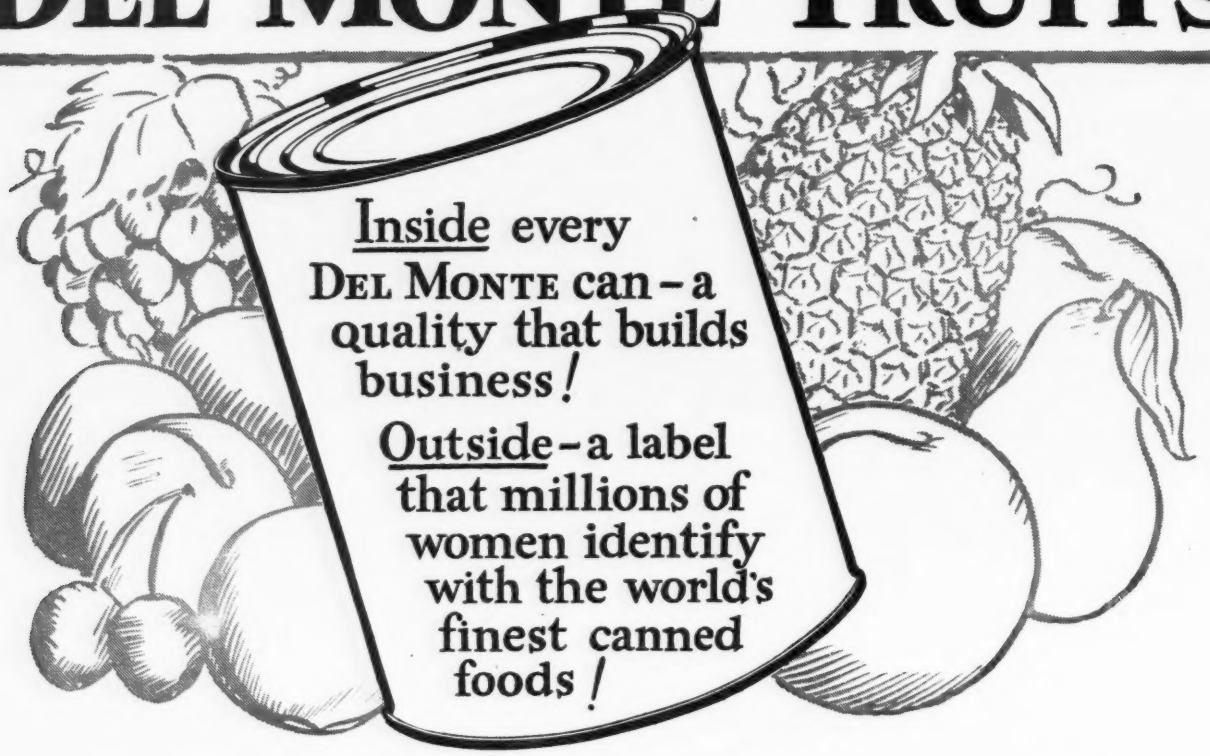
CAMBRIDGE, NEW YORK

Why talk about business with old man winter.

All the year round the big Heekin factories are busy . . . Winter or Summer . . . it makes little difference. So, we talk business whether the temperature is below zero or 100 degrees in the shade. Heekin is owned by those who operate the business . . . and we know that right now every up-to-the-minute canner is planning for his season . . . looking into the future. . . placing his future orders. We would like to tell you more about ourselves . . . tell you about some of our friends who have used Heekin cans for years and years . . . and serve you, too. Write The Heekin Can Co., Cincinnati, Ohio.

HEEKIN CANS

DEL MONTE FRUITS



Get All The Profit in 1931

to be had by automatic handling of your product. Eliminate the toting of boxes by hand from one machine to the other.

Make the movement of stock thru your plant continuous, even and steady.

A MONITOR Pea Elevator, placed here and there thru your plant will cut your pay roll appreciably – will make for sanitary methods and will insure a steady movement without depending on irresponsible help.

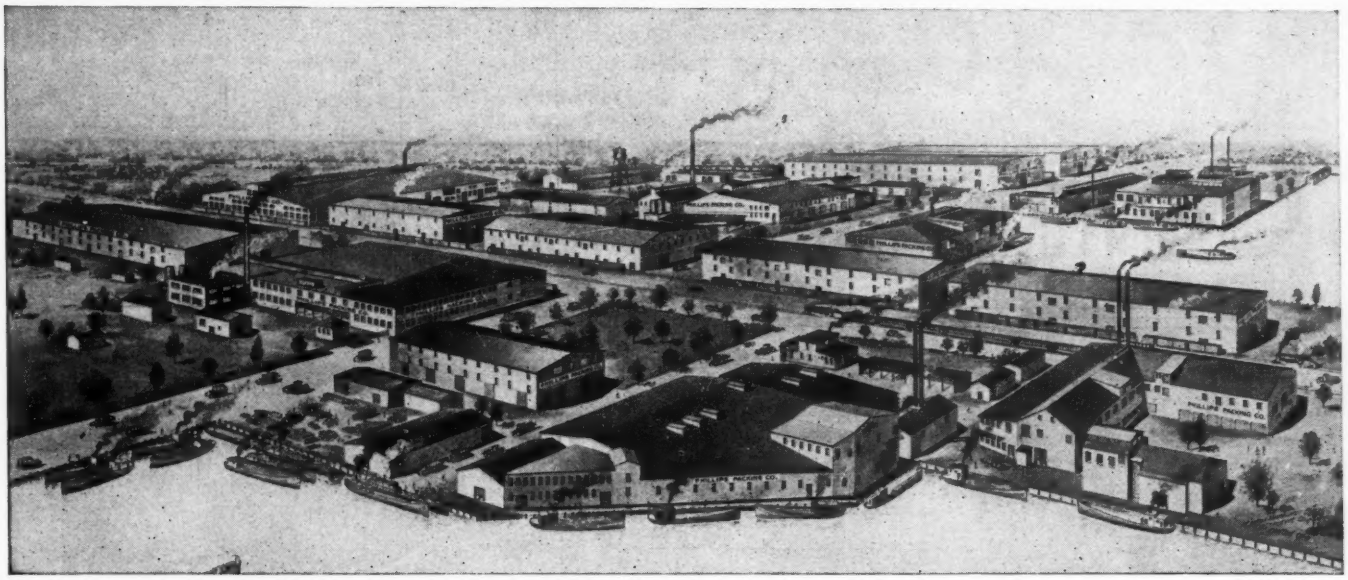
Look into this closely – give your plant a chance to make you a better profit.

HUNTLEY MFG. CO.

P. O. Drawer 25
BROCTON, - - N. Y.
(Formerly at SILVER CREEK, N. Y.)

Canadian Plant
HUNTLEY MFG. CO., Ltd.
Tillsonburg, Ont.

SPECIAL AGENTS
A. K. Robins & Co., Inc., Balto., Md.
King Sales & Engineering Co.
75 Fremont St.
San Francisco, Cal.
Brown Boggs Ltd., Hamilton, Ont.
Cannon Supply Company
Salt Lake City, Utah



Plants of the

PHILLIPS CAN COMPANY

Manufacturers of Packers Sanitary Cans

Division of the

PHILLIPS PACKING COMPANY

Packers of HIGH CLASS FOOD PRODUCTS

CAMBRIDGE, MARYLAND, U. S. A.

The Bloomsdale Tomato

The Ohio Experiment Station has reported The Bloomsdale as picking 18 tons per acre as compared with the 5½ tons credited to Stone. Likewise it is a 25% larger cropper than the well-known Earliana. The Earliana is somewhat flat and convoluted while The Bloomsdale is early, far superior because it is smooth, plump and a continuous picker. Five pickings at intervals of ten days for a total of 50 days is not out of the ordinary. The plant is particularly hardy, being free from disease both at stem and fruit. All of The Bloomsdale seed is grown by us at Bristol. Be sure to place your order now.

D. LANDRETH SEED COMPANY

Bristol, Penna.

LEADERS FOR THREE CENTURIES *BUY THE BEST*

PHILLIPS SALES CO. Inc.,

BROKERS and COMMISSION

Canned Foods and Canners' Supplies

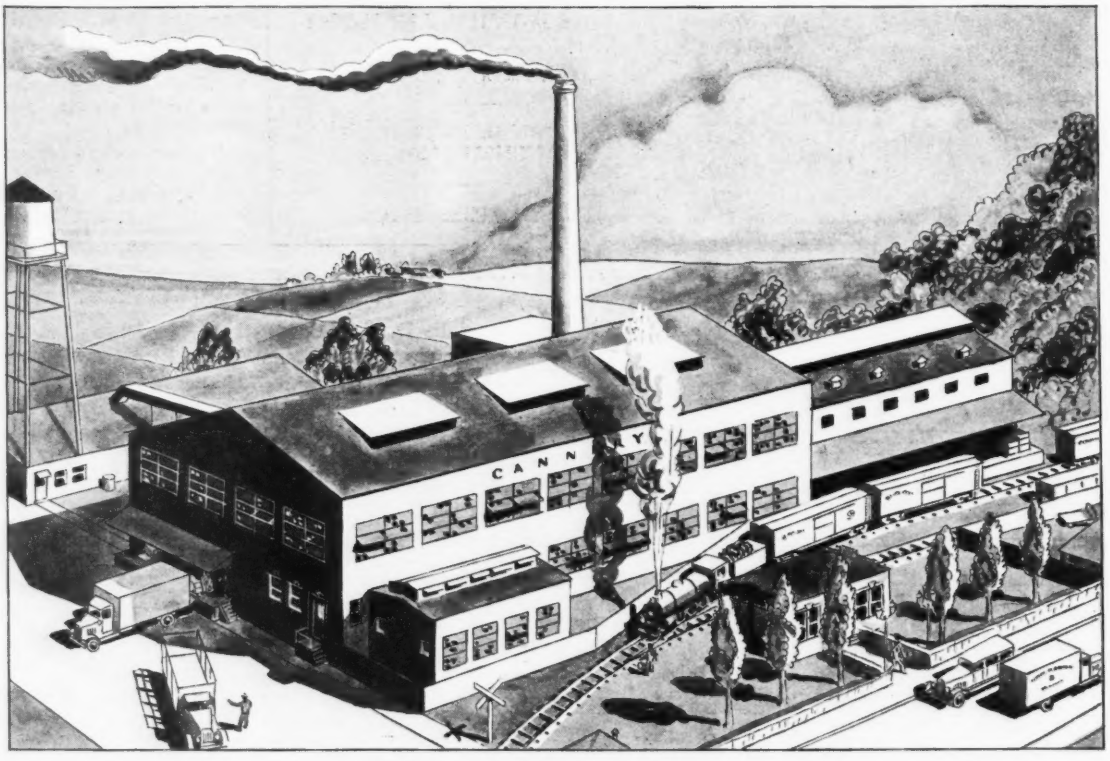
Located in the heart of Maryland's great packing industry.

Brokers and representatives desired in all markets.

Packers' accounts solicited.

CAMBRIDGE, MD. U. S. A.

CONTINENTAL SERVICE scores again!



The severe drought was but one of many perplexing problems that Canners everywhere had to contend with in 1930.

In the end, it became a year where service was the most important and contributing factor to the success of many packs. Whether it was a question of research or the "rushing through" of extra shipments of cans, Continental served its customers well.

A trained organization of "Partners in the business" . . . ample manufacturing facilities and many plants located at advantageous points of distribution, all were instrumental in enabling Continental to so ably meet the unusual needs of Canners during this trying period.

Whatever may come in 1931, Canners may confidently depend upon Continental's ability to serve and serve well!

CONTINENTAL CAN COMPANY INC.

Executive Offices: NEW YORK: 100 East 42nd Street CHICAGO: 111 West Washington Street
SAN FRANCISCO: 155 Montgomery Street

1905—CONTINENTAL'S SILVER ANNIVERSARY—1930

THE CANNING TRADE

THE JOURNAL of the CANNING and ALLIED INDUSTRIES
Established 1878

THE CANNING TRADE is the *only* paper published exclusively in the interest of the *Canned Food Packers* of the United States and Canada. Now in its fifty-second year.

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ARTHUR I. JUDGE
MANAGER AND EDITOR

107 SOUTH FREDERICK STREET
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Address all communications to THE CANNING TRADE, Baltimore, Md.

Packers are invited and requested to use the columns of THE CANNING TRADE for inquiries and discussions among themselves on all matters pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored.

ARTHUR I. JUDGE, *Editor.*

Vol. 53 BALTIMORE, NOVEMBER 10, 1930 No. 13

EDITORIALS

FINANCIAL RELIEF SUGGESTION—Many, if not all, commercial enterprises are hampered by inability to collect (rich on their books and poor in their bank accounts), and consequently hesitate to buy more, and so add to their own distress. The banks reply they are ready and willing to lend, but they consider a house so situated as dangerous. It is dangerous only because it cannot collect.

Let the banks everywhere call in their legitimate customers and offer to lend, on 30 or 60 days, sufficient money to pay off all current accounts, and stipulated for that purpose only. In thirty days they will have all this money returned to them, the loans paid off, and buying and business will be resumed, a least in business circles. The break in the circulation of money will be healed, and credit channels cleared. Many individual firms or houses are trying this now, but it needs a concerted movement everywhere to make the results pronounced and permanent. Drives to increase buying tend only to make the present condition worse; what is needed is a drive to make payment of bills general, and buying will inevitably follow. The banks can render this possible, and with little or no risk.

STATISTICS AGAIN—Always when there is an over-pack of any item and buying drops off accordingly, we hear "kicks" and objections to the statistics when issued, and regardless of who may issue them. It has always been so and it will always be so, especially when any department of our industry gathers the statistics. Government agencies, although everybody recognizes that they are disinterested and unconcerned, and therefore do the work of compiling as thoroughly and as honestly as it can be done, nevertheless come in for severe criticism. That ought not to be. It does not show the right spirit, and it is a bad diplomatic error, because these Governmental agencies are not compelled to collect the statistics of this industry, and they do not like the job, because co-operation is mainly conspicuous by its absence on the part of the canners and others. If then they become offended at this unfair criticism, they could hardly be blamed for dropping the whole thing. That would be unfortunate and expensive for the industry. Do not be so benighted as to say that we do not need statistics; you could as well contend that we do not need the electric light, and that tallow candles are all sufficient. Business today is too strenuous and too scientific to attempt to go along in the dark. If the Census Bureau could be induced to visit every cannery, and take the absolute figures on each pack, under the strict secrecy which it always maintains, and then give the public these figures promptly, it would be the greatest thing that could happen for every canner. You would then *know* where you are, and the guessing would all be obliterated, and what is far more important, the rumor-mongers would be disarmed. Those would be the real figures and no man could sensibly question them. Business today is done on the basis of truth, square dealing and honesty, and any man or industry that attempts to do it on any other basis will soon come to grief. A lie always overtakes itself, always has and always will, and he, therefore, who attempts it is not only a knave, but a fool. The industry that thinks it can keep its business to itself is simply the example of the ostrich trying to hide itself by putting its head under the sand, and this is as true of the individual as of an industry.

The better move would be to get behind the Government, four-square, and help it round up the figures in the shortest possible time; not to put stumbling blocks in its way. They are the only unbiased figures obtainable, say what you will.

NEEDED: A QUALITY INSPECTOR IN EVERY CANNERY—One of our good friends and yours, a man who studies the interests of the canning industry from the ground up, has been talking a new idea, and possibly you have heard him. He says:

> "Every canning plant should have in its organization one man called the Quality Inspector, who bears the same relation to a canning plant that the chief inspector does to an automobile plant. Every

cannery needs a man who has nothing to do with finance, growing of crops, or handling of labor; who merely watches all food for quality only.

It is really deplorable to watch the operations of a canning plant from the quality standpoint. The Superintendent is harassed to death with labor troubles; the foreman is busy with labor and mechanical worries; the mechanic is having a hard time keeping his machinery running; the owner is usually busy with field work, sales work and general routine, and there is absolutely no one who has the job of watching the quality. This is not an exaggerated case, for I have spent a lot of time in about 150 canneries in the past two years, in some only a few hours, and in others many days."

He goes on to show that as a rule quality grading is done after the goods are in the cans, which, when you think of it, is working backwards, if working at all. They do not produce autos, shoes, hats or any other food products in that way. They set a given quality as their working basis, and then work to that standard. And when they want a different standard they change their formula, and they expect to find the result come out in the finished product. But they do not go over their finished products to pick out the various qualities they want.

Quality and the need of quality has been preached for years, but we do not recall that any definite formula for producing that quality has ever been proposed. Oh! we all know they have sorting tables to pick out the fancy stuff for fancy quality goods, and all that; but even in that case whose business is it to see that the picked out qualities go through to completion? And with these removed, who takes care of the general run of the produce coming in and going into the cans? Isn't it a fact that it is largely everybody's business; that you tell yourself you have your force so trained that this is taken care of; that your forewomen keep an eye on every can; that special inspectors, placed to watch the fill and the syrup and the weight, all do this? In a big plant that might easily mean a dozen different ideas of quality, and yet you are surprised that you cut samples in fear and dread that they will not run uniform. The marvel is that they run as regular as they do, under such methods of handling.

The idea may come as something new to you, but give it some serious thought. Get outside of your own business and get a disinterested view, as a stranger from afar, and see if there is not real merit in it, for there is. If other makers, with definite products to work upon are forced to do this, so as to have a finished product that is always the same in its given class, how much more important it must be with food products, which vary with every load, or every season? That is, if you want to produce really quality food products, of a uniform quality, all through each case. You will find it equally true whether your plant produces fancy quality, standard quality or sub-standard, soup-stock quality; for in every instance the quality ought to run uniform, if you expect to build a reputation.

There are such inspectors at work now in canneries. That is the way they get the wonderful results you see, and the still more wonderful steady sales of their goods, and the taking by the consumers with implicit confidence that every can will measure up to the previous ones. Here is a description of the Campbell Kitchens, taken from "The Optimist" of this month, and just at hand:

"Each kettle is cared for by its own expert cook, and each cook has his helper. To these cooks and their helpers the diced meats and vegetables which form the garnish, as well as the spices, the seasonings and other ingredients are brought by men who specialize in the work of assembling them.

"Each row of kettles is under the eye of a supervising inspector, who checks and verifies the quantity of every ingredient. And all of them—cooks and helpers, assemblers, inspectors and supervisors—are under the geneeral direction of the head chief, who ranks as the very top of the culinary profession in this or any other country."

There you are. That's what makes a 10c can of Campbell's soups always prove to be exactly what the purchaser expects, and why that business has grown with such leaps and bounds. There is nothing left to chance, and there is no conflict of opinions in the workroom as to the quality the "boss" vaguely says he wants.

And this example will show another point worthy of note: the product (soup) is one selling to the public at a very cheap price, on which the profit is infinitesimal. In other words, if it pays to do this for soups, it will pay even better for every other canned food product, and for any size pack.

You will be interested in this, and we wish that you would let us have your opinions and ideas. It is easily worth discussion. Let's have it.

A WISE SUGGESTION—Campbell's "The Optimist" makes a suggestion in which we heartily concur. Here it is:

This month, as in other Novembers since the great war, there will be one major and two minor holidays. Election Day, Armistice Day, Thanksgiving Day—so runs the list.

Thanksgiving Day, a solemn festival following the year's harvest, goes back to 1621, the year after the landing of the first New England colonists at Plymouth.

The Continental Congress revived it in the years of the Revolutionary War.

It was again revived nationally by President Lincoln in 1864, while the War of the Rebellion was on. Now it is a cherished day for giving thanks for all blessings.

It is a day of hallowed memories, a day for the acknowledgment of God's goodness. Yet the day commonly selected for this purpose has no special meaning.

Why not make Armistice Day a major holiday by causing Thanksgiving Day to fall upon that great anniversary? To bring about that happy conjunction would require only a change in the annual presidential proclamation.

In giving up the last Thursday of November in favor of the eleventh day of the month nothing would be lost and very much would be gained. For thus the courage, the peril, the sufferings of the young men of America would be fittingly commemorated and the nation's thanks for peace and for the abundance that comes from the labors of peace would be given a very potent meaning.

Such a change would serve to create a greater Armistice Day and a greater Thanksgiving Day.

BLISS

HIGH SPEED AUTOMATIC CAN MAKING MACHINERY

"Bliss" No. 322-K Body Maker

300 Bodies a Minute

"Bliss" No. 322-K Sanitary Can Body Maker. A high-grade machine tool that runs without vibration.

Standardized parts. Driving mechanism runs in enclosed oil bath. Produces perfect can bodies at the rate of 300 a minute.

If you do not have details, write for information. This is the last word in Body Makers.

Builders of the 300 a minute line

E. W. BLISS CO. BROOKLYN N. Y., U. S. A.

Sales Offices { Detroit, Cleveland, Chicago, Cincinnati, Philadelphia, New Haven, Rochester

ARTISTIC LABELS

PLAIN.
VARNISHED.
EMBOSSED.

THE
SIMPSON & DOELLER
CO.
BALTIMORE, MD.

Controlled Husking

THE discovery of a new way to keep control of the ears of corn in a husking machine—a different, more positive control than ever before—made possible the new Peerless Super Husker.

In it not only the feeding and discharging of the corn but also the actual husking itself is always under perfect control. An almost human Geneva Gear arrangement stops each ear momentarily on one pair of husking rolls, then moves it on to another pair where the ear is again brought to a complete standstill.

If you have ever watched any husker running you know that husking is best when each ear stops and pauses before being carried off the rolls.

The momentary pause is controlled with precision in the Super Husker, resulting in the most perfect husking ever attained.

Perfect control in—and through—and out—of the Super Husker is just one of many Peerless patented exclusive features—just one of many reasons why a vast majority of all corn canners use Peerless.

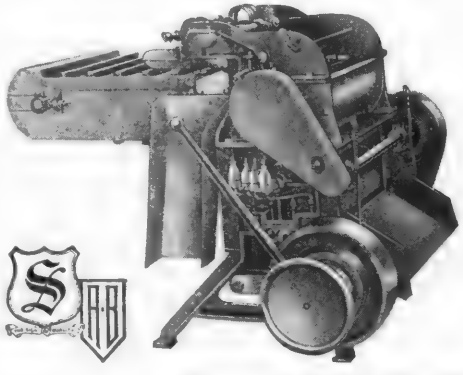
If you want your husking shed to run smoothly throughout the pack without clogs and grief—to be a real pace setter for the rest of your line—if you want husking production without a gamble, safe and sure capacity—if you want better husking and a smoother running shed than you ever thought possible—let us figure now on equipping your plant with Super Huskers. We'll gladly arrange a trade for your present machines.

Write us today for complete information and a proposal.

Sprague-Sells Corporation

Division of
Food Machinery Corporation

308 West Washington Street Chicago, Ill.



PEERLESS SUPER HUSKER

Meeting Wisconsin Canners Associotion

HOTEL SCHROEDER, MILWAUKEE, NOVEMBER 3-4-5, 1930

Business Session---Secretary's Annual Report

OPENING SESSION

THE twenty-sixth annual meeting of the Wisconsin Canners Association, held in the Schroeder Hotel, Milwaukee, opened at 12.30 P. M., November 3d, with a luncheon, which was well attended by the canners, machinery and supply men and guests.

Immediately following the luuncheon the annual business meeting for members only was opened by the President, Mr. R. A. Greb, of the Clintonville Canning Company, Clintonville, Wis.

Mr. Greb briefly outlined the doings of the Association during the year, and stated that the financial position of the Association is in better condition than for sometime, showing a balance on hand with no outstanding debts.

Due to the fact that statistics gathered by the Association did not correspond with those gathered for peas by the Government and other agencies which also gathered them. Mr. Greb recommended to the Resolutions Committee that they decide upon one agency to collect statistics and make a resolution to that effect.

Mr. Arthur Dole, attorney for the Employers Liability Insurance Company, showed that the present contract used by canners with growers is in the form of a "contract for service" rather than a "contract for sale," since in most instances it prescribes that the seed must be purchased from the canners, be planted at certain dates, the crop in its maturity subject to harvest at the canner's order. Since then is a contract for service rather than for sale, the canner under law becomes liable for damages in case of injury suffered by an employe of the grower.

Mr. F. A. Stare motioned that the question of the growers' contract be referred to the Board of Directors to draw up a skeleton contract to be submitted to the association for approval.

The motion was carried.

The Secretary, Mr. D. H. Steinburg, and the Treasurer, Mr. H. A. Verhulst, jointly reported the Association in good financial standing and the membership larger than ever before, four new canners having been added.

The chairman of the Auditing Committee, Mr. John P. Kraemer, reported that his committee had examined the books of the treasurer and found them in very fine condition. The report of the Auditing Committee was adopted as read.

Mr. Harvey R. Burr, Executive Secretary, made his annual report.

ANNUAL REPORT OF THE EXECUTIVE SECRETARY

IN making this, my second annual report, I desire to present first a review of the more important association activities, and, second, a series of recommendations for your consideration at this meeting and throughout the coming year.

Twenty-six years have passed since the organization of this association, and a review of the minutes indicates that many of the problems which confronted Wisconsin canners a quarter of a century ago were in many respects the same problems which confront us today. Control of production, ethical sales procedure, terms of sale, improvement of quality, legislation, prices paid for seed, prices paid for tin cans and scientific research have always been and are now the problems of major interest.

During this period the canning buusiness has grown from a few factories scattered here and there to a position of unquestionable importance to the industrial and agricultural structure of the state. This rapid growth in itself has naturally increased the sizes and number of the problems incident to the operation and management of the industry. New ideas, new men, improved machinery, new growing territory have all and in each case presented the same old problems over again. In other words, we have been passing through a period of evolution, construction and expansion until today I feel safe in saying that we have reached the limit of normal and healthy growth. In fact, there are some indications that we have passed that limit.

Now so far as Association activity is concerned, it has endeavored to keep up with this rapid growth and occupy a definite and important place in the picture. Trade association activity of this character is a very difficult thing to measure. The question is often asked, "What do we get out of it?" "What is it worth to us in dollars and cents?" "What dividend do we receive on our investment?" If the value of membership is to be measured in the form of a cash return, then I am sorry to say that in the majority of cases you will be disappointed. I do know of many specific cases, however, where a very definite cash return has been made to members and many more cases where a very definite loss of cash has been prevented by association activity. To parade before you a list of such cases and the amounts involved would be a violation of confidence and business ethics. Suffice it to say that the sum total of the dividends paid in this form would more than equal the total amount of dues paid each year.

The best answer to these questions is found in the fact that our membership is increasing. Secretary Steinburg's report shows four (4) new members this past year. There is a possibility of three (3) more coming in shortly. Your treasurer's report indicates a few companies whose dues are delinquent. This, however, is primarily the result of a change in ownership and will no doubt be adjusted this coming year.

In spite of this delinquency, our treasurer's report for the first time in several years shows no notes payable or outstanding indebtedness. We are not rich by any means, but in view of the fact that the score three years ago was $4,000 against us, and that we have this year been able to shove the ball over the goal line with a few inches to spare and tie the score, is an indication of the strength of the organization as well as its value to our members in dollars and cents.

I am free to say that this process of getting out of debt has not restricted our activity along other lines. Again this year we have managed the official grading service for the State Department of Markets. The department this year adopted official standards and score cards for canned beets and kraut in addition to those previously adopted for peas, beans and corn. Forty-seven (47) canning companies in Wisconsin used this grading service this past year.

Grading—Due to the frost injury on peas early in the season and resulting in reduction of quality, the grading committee were confronted with a problem of correctly and accurately applying the score and grade to many lots. It was evident early in the season that fancy peas were going to be scarce, and, naturally, the old cry went up about fancy quallity one year being different from fancy quality next year. We were criticised for undergrading and informed that buyers were accepting deliveries of officially graded extra standard quality as fancy, or on some basis other than that of the official score. I grant that such sales were made previous to the publication of the government report on the total pack, but since that "bomb" exploded we are being asked to sustain the official score and grade on extra standard quality that has been rejected by the buyer as being only one standard. It is, therefore, more evident now than ever before that the interpretation of this score card and grading system must be absolutely uniform one year with another, regardless of crop conditions, if it is to stand on its own merit as a basis for orderly sales and marketing procedure.

I am not saying that the official grades are 100 per cent accurate. Graders' opinions vary, and samples are not always representative of the lot. Frequently we would find three (3) cans supposed to represent a lot, one of which would grade a top standard, another a medium extra standard and the other near fancy. This condition was more pronounced this past year because of the extreme variation in maturity in the same field, due to frost injury on Alaskas and drought on the sweets.

This is REAL Labor-Saving

This line of Max Ams Automatic Square Can Double Seamers saves the wages of ten operators.

Installed in the plant of a large can manufacturer, it is used for double seaming the top friction rings and bottom ends onto rectangular dry package cans in continuous automatic operations. These four double seamers and automatic distributor, requiring only two operators, have replaced six double seamers and twelve operators. They have reduced the floor space occupied, have lessened power consumption and reduced overhead and handling charges.

In addition to these very material advantages, Ams Automatic Square Can Double Seamers have brought others, less tangible but nevertheless important, such as improvements in the cans themselves—tighter seams, more uniformity, trimmer and more clean-cut appearance.

A line of machines that will accomplish this is a profitable investment for any square can manufacturer.

Max Ams Square Can Machinery for either sanitary or dry package cans is known wherever cans are made. Not only were Ams Machines the pioneer machines for cans of this type but they have constantly maintained leadership in development and improvement and are, today, in service in nine out of every ten plants making square, rectangular and irregular cans.

Ams Engineers are at your service to demonstrate the economies and improvements you can obtain through the use of Max Ams Square Can Machinery. Put your square can production problems up to us.

The Max Ams Machine Company

(Originators of the Sanitary Can—
Pioneer Builders of Sanitary Can Machinery.)

101 Park Avenue, New York, N. Y.

The use of gravity separators complicated the problem somewhat, due to changes in the code mark on the cans and the greatest possibility of error in separating the sinker and floater lots in the warehouse. I have spent two years in attempting to train and coach a permanent grading committee. This in itself is no easy job. However, I am glad to report definite progress along this line, and feel that a nucleus has been established around which a thoroughly schooled and efficient organization can be built which, with the help of canners themselves, will function next year in a highly satisfactory manner.

This work has passed the experimental stage, evidence of which is found in the fact that the U. S. Department of Agriculture has this year seen fit to adopt these same definitions and scores as the recognized standards of that department. May I sincerely urge every Wisconsin canner to make use of this service next year.

Based on our experience in the grading work and pursuant to your resolution of last year, a study of brine formulas and pro-

HARVEY R. BURR
Executive Secretary

cessing methods was undertaken this past season. A general recommendation of a brine formula for Alaska peas was made and all of the grading committee agree with me in saying that a marked improvement was evident. Cases of extremely heavy salting or sweetening were vary rare, although there is still much to be accomplished in this respect. The study will be continued next year. and will include brine formulas for sweet variety peas as well as corn and beans.

Delay Injuries—The most damnable condition that came to my attention this past season was the high percentage of preheated peas or raw stock that had soured in the hoppers or field boxes. Cutting down the capacity of your lines by the installation of gravity separators may in some cases have been the cause of the delay which resulted in the raw stock being held too long before canning. Nothing will destroy the flavor and appearance of any canned vegetable as rapidly as this process of souring, wilting or heating in storage before canning. The most general cause of this condition, however, is just plain ordinary neglect in the operation of the plant, plus an insane idea that you can control the weather and crowd two peas through the same hole at the same time, ninety (90) acres per viner and five hundred (500) acres per line.

Weedy Flavor in Peas—In the daily routine of grading hundreds of lots of samples my attention has been frequently called to the prevalence of a weedy or peculiar flavor in certain lots. It seemed sometimes that I could identify this as being a ragweed, marshweed or nightshade flavor. Sometimes it seemed to be more on the order of a pea vine flavor. An attempt to analyze and trace down the origin of these peculiar flavors has led me to the conclusion that it is the result of the shelled peas in the viner drum rolling around in the mass of broken up vines and weed stems, at which time the characteristic flavor from these vines or weeds is absorbed by the kernel or a film of the sap or juice formed on the outside of the kernel. This film of juice or sap dries very rapidly and forms a sort of a semi-rubber coating that is very difficult and almost impossible to wash off after it dries. Washing immediately after vining will eliminate this fault at once. Washing thirty minutes after vining will not take it away. May I request again this year that the delay in handling new raw stocks from the viner shed to the plant, or from the field to the plant, is responsible for the greater part of our trouble with flavor and texture.

Remember this: A fresh, clean supply of raw stock, and I mean beans, corn and beets as well as peas, rapidly and efficiently transferred from the field to the can, there to be properly sterilized, will carry to the eventual consumer all of its original flavor and food value." Such canned foods will continue to sell in increasing volume at profitable prices. To draw the obvious comparison of what happens when this chain of events is delayed by carelessness and inefficiency is unnecessary before this group, I am sure. Let us hope that the recent amendment to the Food and Drugs Act relating to the labeling of sub-standard will make it impossible to sell such a product at any price.

The Association Label—The sale of peas under the Association label has not reached any appreciable volume as yet. The 1929 crop was short and there was no surplus to offer. Our prices were somewhat out of line and the meaning of the label was not understood by the trade. This year we had hopes. We organized a sales department under the direction of the Sergeant & Nicholoy Brokerage Company here in Milwaukee. Your offerings for sale under this label came in, and Mr. Engle reported a very definite interest in many of the principal markets. Brokers and buyers were beginning to understand and realize the merit of the grading service and the meaning of the label. An advertising program was being developed and it looked as if we were actually going somewhere. Then came the frost and drought. Peas that would qualify under this label were scarce and in great demand for other labels. There were not enough fancy grade As or top extra standard grade Bs to go round, and we just had to sit back and wait for another year. A total of five (5) cars have been sold under this label, together with several small lots in Madison and vicinity.

Distributors using this label are recommending it to the trade and it is gaining in popularity in those markets that are using it. Two requests have come in from buyers for a complete line under this label. That is corn, peas, beans and beets in both No. 1 and No. 2 tins.

The possibilities of this label are unlimited if a scheme can be devised that will start it into distribution. New England food products are identified by a group seal. California will shortly undertake the same plan. Iowa is using a state mark on her products. You read of Florida oranges and Texas grapefruit every day, and still here we are with the original idea and label in our possession waiting for a favorable season and allowing somebody else to distribute the cream of the Wisconsin pack every year under their own labels to their credit and with profit to them, but with discredit and no profit to us. If one-half of our members would try and help sell one car under this label next year, the job of starting this project would be over, and I predict that five years hence we would not be able to supply the demand.

Advertising—Last year at this time many of us were all keyed up over the proposed Wisconsin advertising campaign. A committee was appointed, plans were discussed and outlined, estimated cost were developed and everything was ready but the money to pay the bill. Your directors and the advertising committee very graciously assigned the duty of collecting the money to your Executive Secretary. I gathered from your replies to my questionnaire that 60 per cent of our members would support a program involving an assessment of two cents per case. Just as we were about to lay a definity request for funds before you we accidentally discovered that the National Canners Association had started their broadcasting program, and that Wisconsin canners were being asked to contribute $5,000 to their fund. Having no desire to interfere with this national program, we decided to wait until a more opportune time for the further promotion of our campaign. There will probably be a continuation of the National Canners Association campaign. Nevertheless, I desire to recommend at this time the continuation of an advertising committee with instructions to plan a Wisconsin Canners Association advertising campaign based on a fund to be raised by a per case subscription of at least $50,000 and not to exceed $1000,000 per year for a period of at least three years.

Relationship With the University of Wisconsin College of Agriculture and the Various State Departments—Our relationship with the various state departments has continued throughout the past year on a basis of friendly co-operation and support. In spite of the prospective change in administration, we anticipate no difficulty in carrying on this same relationship. We were rather severely criticised by some of our members for what appeared to be a rather active interest in the recent campaign. Perhaps the lesson we learned at that time will be everlasting. I certainly hope so. Nevertheless, I would like to say that while we have no desire to participate in political activity or campaigns, it is quite necessary and directly to the interest of our

Berlin Chapman Organization Behind the Engineering Department

CLASS OF BERLIN CHAPMAN MECHANICS RECEIVING TRAINING.

Last week we illustrated the Designing Section, or Engineering Department, of the BERLIN CHAPMAN CO.

This week, we show the organization behind our Engineering Department, expert mechanics techanically trained to carry out the designs of the Engineering Department. Such an organization is essential in the proper building of Canning Machinery. These men are given this training through the regular courses of the University of Wisconsin, by paid instructors. We have, through this technical training, very much better mechanics than the requirements of the average mechinery builder.

It is of little value to have an efficient engineering department unless it is backed by an organization properly trained. The BERLIN CHAPMAN organization has been, and still is, receiving this training.

BERLIN CHAPMAN CO., Berlin, Wisconsin

BERLIN CHAPMAN
CANNING MACHINERY
A Single Unit or A Complete Canning Plant

entire membership that we develop and maintain a rather close and friendly contact with all of the various department heads, bureaus, commissions, etc.

At the College of Agriculture a condition has developed that is going to require our immediate thought and attention. The entire program, involving a continuation of canning crop research, is in jeopardy, due to lack of appropriations. The work of Mr. Earl Renard, fostered by the Canners Seed Corporation, has been a very valuable contribution to the industry. Mr. Renard has completed his work at the University this season, and it is thought wise that the Wisconsin Canners Association should place itself in the position previously occupied by the Canners Seed Corporation for the purpose of assisting the University in every way possible to carry on and expand the general program of research work as related to the canning industry. The work of the Agronomy Department along the line of seed varieties and improvement on beans and corn, as well as peas and other vegetables for canning, is well under way, and absolutely must be continued. The testing of seed stocks is in itself well worth all of the effort and expense involved. The matter of developing disease-resistant varieties as well as the study of plant diseases on canning crops should be continued. As I see it, one of the most important production problems just ahead of us is the use of commercial fertilizer in connection with canning crops. Some work has been started along this line by Mr. Musbach at the Marshfield Station, who will report to you on Wednesday regarding his work, but a program along this line involving a special study of the relationship of commercial fertilizer to quality and yield of canners' crops here in Wisconsin is, as I see it, of vital importance to the industry in the immediate future.

It is the thought of your Board of Directors, and I would seek your approval of this action at this meeting, that we assist the University in every way possible towards the end of gaining an additional appropriation of approximately $6,000 per year for a period of ten (10) years to carry on this research work. In the event of this appropriation not being forthcoming through legislative or regular channels, then it is suggested that Wisconsin canners, together with the commercial seed companies and other industries interested, should attempt to establish a fellowship at the University for the same period of time, carrying with it our appropriation of an equal amount of money.

Our attention has also been recently called to the rather uncertain financial condition of many of our smaller distributors. Some very definite losses have been reported and we are in receipt of continual inquiries regarding the credit rating of this, that or the other company. A few losses to members through lack of information along this line will very rapidly amount to more than the total cost of the entire association work. The possibility of developing a credit reporting service through a regular Dun or Bradstreet agency came before your directors at the last board meeting. It was suggested that the Madison office subscribe to either one or both of these agencies and that we further proceed to develop a file at the Madison office relating to specific cases in which members have experienced difficulty in their dealings and transactions with buyers and brokers. The board would appreciate action regarding this matter by the members at this session.

Sales Contracts and Agreements—Several years ago, when I first became interested in the canning business, I recall attending a series of meetings here in Milwaukee at which time the Association Sales Contract was up for consideration. I recall as you do that the question of special discounts, label allowances, swell allowances, terms of sale, shipping dates, etc., were all discussed and incorporated into this Association Sales Contract. The clause relating to pro rata delivery was also a fundamental and essential part of this same general form of contract. This past year we have been experiencing a series of unsatisfactory conditions in selling and delivering from Wisconsin plants, many of which are the result of minor violations of the sales contract, requests for special discounts and concessions, failure to receive shipping instructions, definite deferred shipments, etc. I find also that in many cases the old standby, pro rata delivery, has been crossed out and guaranteed delivery substituted therefor. Of course, we can blame the general economic situation, the administration, the stock market crash, and almost any other thing for these numerous requests from our buyers for special concessions. Nevertheless, a contract is a contract, and I think it is high time that the Wisconsin Canners Association, individually and collectively, go on record as unalterably opposed to this whole list of sales abuses and attempts to deliberately slide out of at least a part of the conditions of sale. May I recommend strongly some definite action at this time relating to this problem. I will have something more to say in detail regarding the matter of sales procedure on Wednesday morning when we are demonstrating the Board of Trade idea.

Pack Statistics—A very difficult and unfortunate situation has developed each season for two years past concerning the matter of gathering and publishing statistics on the pack report for Wisconsin. This year the situation was particularly serious, not only because the total pack of peas for the entire United States was the largest in history, but because the pack for the State of Wisconsin, amounting to 10,400,000 cases, was much larger than anyone had anticipated. This Federal Department of Commerce report also credited Wisconsin with three-quarters of a million cases more than our own report, which amounted to 9,600,000 cases for the State. A market that was fairly firm and very much in the hands of the sellers immediately changed to a market that was soft and weak and buyers lost confidence. Not all of this slowness in the market, however, should be attributed to the pack report. The general economic situation of the entire country, together with the fact that there is almost always a let-down in buying just at this season of the year, is responsible for at least a part of the present and existing market conditions.

We felt right away that there must be an error in the calculations and reports for Wisconsin somewhere. After a conference with Mr. Hollingshead, Chief of the Foodstuffs Division of the Department of Commerce, who came to Madison and in whose office this report was developed and published, I am thoroughly satisfied that there was no mistake made at Washington. The Department of Commerce reported the true total of the records sent in to them by Wisconsin canners. We were perfectly willing to admit an error in our report, provided we had been able to find one. It was suggested that I go to Washington and check over my report, factory by factory, with those on file in the Department of Commerce. I felt that this would be a mistake, and I still think so. I do not care to place myself in the position of accusing any Wisconsin canner of sending a different report to Washington than was sent in to the Madison office. I would consider this a very unethical procedure. Furthermore, I do not propose to act as a spy against any of my friends or business associates.

In order to do my utmost to clarify the situation, and thinking perhaps a recount at this date after the pack was all completed and recorded, would bring out the reason for this discrepancy, I accordingly sent out a second request for your individual pack report as of this date. I have not made and do not propose to make any individual comparisons between the figures reported on this second survey and those which you sent in immediately following the pack. We have not had the response to the second questionnaire which I had hoped to receive; but, nevertheless, I am going to submit the results of this recount to you at this time and trust that you will exercise your best judgment in instructing me further what to do about it.

Reports representing 89 pea canning plants were received in answer to our second questionnaire. These reports total 5,938,575 cases. We have on file reports from 44 plants that reported on the first schedule, but not on the second. Adding in the total from these 44 plants, we find then that our records indicate and show that 133 plants packed a total of 9,465,170 cases, all reduced to terms of No. 2 tins.

This gives us an average pack per plant of 70,166 cases. The National Canners Association directory shows 148 plants packing peas in Wisconsin. Allowing an average pack on each one of the plants that we have not heard from and adding this into the total, gives a total production for Wisconsin of 10,432,568 cases.

I hesitate to call this an official report or a correct report for the simple reason that I think it is unfair and unreliable to credit so many plants with an average pack when we have not heard from them in person. This average is not necessarily a correct statement as to the individual production on any one plant.

Now, what are we going to do about it? I am strongly of the opinion that this duplication of official and semi-official reports should be eliminated for another year. Perhaps the agency that is in the best possible position to render this service to the canning industry is the Federal Bureau of the Census. The only difficulty with their report, as I see it, is the fact that it usually comes too late to be of any direct benefit to the industry. Statistics to be of maximum value should be in the hands of the canners just as soon as possible after the pack is completed. Any publication of statistical information at a later date, be it either large or small, has a disturbing influence on market conditions at that time. The only other time that information regarding the total pack might be of benefit would be late in the winter,

QUALITY SEED PEAS

Canners' Varieties Exclusively

Our unexcelled seed stocks and our vigilant supervision of their reproduction insures a superior canned product

GALLATIN VALLEY SEED COMPANY

BOZEMAN, MONTANA

LABELS

—as you like them
—when you want them

We are so located that we can take care of all your wants, promptly, dependably.

Avoid a rush-job. Give us time and we can give you the better job. But we can take care of the rush job, too.

—Labels of every description
—As many colors as desired
—And at the right prices

Piedmont Label Co., Inc.

Bedford, Va.

RENNEBURG'S

Improved Process Steel Kettle

Equipped with all the latest improvements. Strongly and accurately made. Has been used for years with perfect satisfaction.

PROCESS KETTLE

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Edw. Renneburg & Sons Company

OFFICE:
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BALTIMORE - MD.

"Quality Has No Substitute"

Tuc HUSKER

Built and guaranteed by Fay & Scott

THE UNITED COMPANY

CONTINENTAL TRUST BUILDING

BALTIMORE ∴ MARYLAND

just previous to the time that growers' contracts are being written for the following season. A survey and report at this time should indicate not only the total production, but the total unconsumed stocks on hand both in canners' and distributors' warehouses. At this time of the year, with this sort of information in our possession, we would be in much better position to decide how many acres to be planted for the following year.

There are the facts and there are my recommendations. If you desire that the Madison office continue to function in this matter, then we must be placed in such a position that our report is considered final and official. Without such authority and recognition, I feel that the Wisconsin Canners Association should keep out of the picture entirely and permit some other recognized and established agency to render this service.

I know that some of you feel now that this entire question of statistics does more harm than it does good and should be eliminated entirely. I don't know as I blame you at all for that sort of an opinion under the present current circumstances. In view of the fact that the total production of the principal items of canned fruits and vegetables is slightly in excess of the actual consumption, I am afraid that a policy of no report and no information would be disastrous. You have recently been asked by the National Canners Association office if you would report your pack to the Federal Bureau of the Census. I would strongly advise that you give an affirmative answer to this proposal and support the Department 100 per cent on condition that the total production for each commodity each year be developed immediately following the pack, and that a second report, designed to show the annual consumption of each commodity, based on the stocks on hand in canners' and distributors' warehouses, be collected and published as of March 1st each year.

You will recall that we also asked for a report on percentage of pack sold and shipped. Fifty-eight canners report 65.5 per cent of their 1930 production sold and 42.4 per cent of their 1930 production shipped. I think this figure indicates a fairly healthy condition so far as total sales are concerned. The total amount shipped also shows a good movement in the face of present economic conditions. There is no speculative buying of any kind anywhere. However, I feel safe in saying that this entire pack will move into distribution at uniform prices by June 1st, 1931, unless someone gets excited and begins to crowd the market.

My Conclusion—In conclusion, may I say that the past year, with all of its critical and important situations, with all of its joys and sorrows, its profits and its losses, has brought to me a very definite appreciation of your continued good will. In spite of the late frost, dry spell, the political campaign and the pack report, each one a disturbing factor, each one creating a feeling of uncertainty, there has come through it all a renewal of confidence and the strength and value of friendship. Each gloomy day has always had its ray of sunshine in the form of a letter from someone or a personal call. Sometimes the requests for service present a complicated problem, sometimes they are just little personal favors, but I have said many times that the sky is the limit so far as our service is concerned. By that I mean that there are many things of a personal character that we are always glad to do for you. No request is too small, no errand is too short, but what we want is the opportunity of helping to make life just a little happier and the road just a little smoother for my friends and those whom I hope will be my friends some day.

The report of the Executive Secretary was adopted in its entirety.

In the general discussion which followed Mr. Burr's report it was suggested by the chair that the Association maintain a credit service department for the purpose of recording any bad practices of buyers. No action was taken on this subject.

It was then suggested that the sales contract be altered to meet present conditions. A motion was made and carried that the Wisconsin Canners Association go on record in favor of the present future contract now used by its members.

The Association also recommends that the Federal Census Bureau collect statistics of stocks on hand in the distributors', canners' and retailers' warehouses as of January 1st and issue these statistics by March 1st. This question was carried when put to motion.

There being no further business, the meeting adjourned.

EGYPT WANTS CANNED FOODS

WE reproduce a letter just as received:

P. O. Box 1232.
Alexandria, Egypt, October 4, 1930.

Gentlemen:

As subscribers of your journal and sincere admirers of your efforts for bringing into business relations canned foods manufacturers and buyers, we take the liberty to write to you the following:

We are on this side among the largest importers of canned foods, being in a good position for the sale of all kind of tinned and bottled goods in Lower and Upper Egypt. We are established since forty years, and are well introduced among the wholesalers and retailers in our country.

We were until lately importing sardines from Portugal and Spain by thousands of cases monthly; tuna from Morocco and France, mackerel from France, salmon from British Columbia, fruits from France and British Columbia, etc., etc.

We were indeed the first to introduce California pilchards in Egypt, and greatly contributed to make them popular. We received over a thousand cases monthly of 50 ounce tall 1 oval pilchards this year.

Unfortunately, business in pilchards will be almost impossible now; duties on pilchards which were of 15 per cent ad valorem are suddenly increased to 60 per cent about, and a very cheap similar fish from Portugal, the chinchard, will still pay 15 per cent.

The custom duties on fish in our country were until lately as follows:

(a) Sardines—140 m/m or 28 cents per kilo weight of tin included, plus 10 per cent of this.
(b) Herrings and mackerels, 90 m/m or 18 cents.
(c) Other fish, 15 per cent ad valorem.

The pilchard used to pay as "other fish," or 15 per cent ad valorem. The custom authorities, without giving any notice, are perceiving the duties on pilchards as sardines, these being scientifically the same.

As you easily will perceive, business on pilchards will on account of the cheap fish we have from Portugal fall to nearly zero. This is a great pity, as this business was at its beginning, and we had the impression that it could be greatly developed.

The chinchard from Portugal and the pilchards from California are bought c. i. f. at about the same price, but, though similar, the former pays only 15 per cent, while the latter 60 per cent. We endeavored to prove that the chinchard is also a sardine, but unfortunately could not succeed in obtaining any proof. We wrote to the American commercial attache of Alexandria, who handed our letter to the American Embassy, but our hopes are not very big, as the pilchards are really scientifically sardines. We are sending you herewith a copy of our mentioned letter which may be of interest to you.

Now that business in pilchards is almost impossible, and being anxious not to cut altogether our relations in the fish line with the United States, we wonder if we can have a similar fish to the pilchard cheap and scientifically *not a sardine*. If this can be obtained and packed in the same kind of time with labels mentioning the name of the fish, and a certificate of origin proving that the fish is not a sardine, we may, provided price be the same, make a good turnover.

We wrote to one or two firms, but were disappointed, Editor, by their answers. We think that they are not much interested in what we asked. We, therefore, ask you if you can get packers or brokers interested in what we need now for Egypt. You will greatly oblige us either by recommending us to firms specializing in the export or to give us a list of these firms.

We are also quite anxious to get into business relations with packers of cheap fruits, especially sceond apricots and peaches. Also of fruits in jars, cherries, etc. Also in pimientos and olives in barrels. Are there any packers of tuna in round illustrated tins of one-eighth, one-quarter and 5 kilos?

What kind of fish are the Maine people packing?

We are greatly thanking in anticipation, and beg to remain,

Yours faithfully,
HERZENSTEIN FRERES,
General Merchants and Commission Agents.

Here is an opportunity for any who can supply their wants. Answer them direct, with full explanation and prices, so that they may be able to decide without delay of much correspondence. This presents another aspect of the tariff question also.

KOOK-MORE KOILS AND TANKS

For Boiling Down Tomato Pulp, Etc.

BY ACTUAL tests Kook-More Koils have proved to be the fastest cooking appliance ever offered to the canning industry. Built in standard sizes to fit 500 and 1000-Gallon Tanks. Knock-down Cypress Tanks (illustrated) or Enamel Lined Steel Tanks in these sizes or in any special size can be readily furnished complete with Kook-More Koils, traps and all other necessary accessories for rapid installation.

Kook-More Koils are self-draining so that no condensation remains in them, reducing burning and the need for cleaning to a minimum.

Raw tomato pulp can be reduced 50% in from 17 to 20 minutes with a Kook-More outfit.

Clip, fill and mail the attached coupon today for full particulars of Kook-More Koils and Tanks and other Langsenkamp equipment.

Sprague-Sells Corporation

Division of

Food Machinery Corporation

308 West Washington Street Chicago, Ill.

EXCLUSIVE AGENTS EXCEPT IN INDIANA FOR:

P. H. LANGSENKAMP COMPANY

Sprague-Sells Corporation
308 West Washington Street
Chicago, Illinois

Send us quotation and full details on the following:

- ☐ No. 500 Kook-More Koil and Tank
- ☐ No. 1000 Kook-More Koil and Tank
- ☐ Indiana Pulper
- ☐ Indiana Chili Sauce Machine
- ☐ Improved Brush Finisher
- ☐ Indiana Paddle Finisher
- ☐ Indiana Colossal Finisher
- ☐ Langsenkamp Copper Kettles, size..... gals.

Name .....

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The
Final Touch - - -

attaching the label that gives your product its identity of brand and quality — sealing the container ready for shipment — both operations can be done quickly, neatly and economically by using

Findley's Adhesives

for the Canning Industry

There is a type for every purpose—pick-up gums, lap-end gums, bottle labeling gums, tin paste, container and carton sealing glues. Our adhesive specialists will serve you in your own plant and our laboratory is prepared to solve any difficult problems that may confront you without charge. Write for full particulars covering this service or any products that interest you.

The F. G. Findley Co.,
387 Tenth St. Milwaukee, Wis.

ACCURATE PEA GRADES

Mixed sizes in the can is a trouble eliminated by users of the

HYDRO-GEARED PEA GRADER

Resulting in a better profit thru the proper placing of the smaller sizes of peas.

Other impressive features include:

LARGE CAPACITY

THOROUGH WASHING
improving the quality

ACCESSIBILITY of SIEVES

SMALL FLOOR SPACE

Write for circular

The Sinclair-Scott Co.
Wells and Patapsco Sts.
Baltimore, Md.

Better Profits

A department devoted to the consideration and discussion of sales questions of every kind, and to every phase affecting the sale and distribution of canned foods; therefore, of utmost importance to every canner, because on your sales depends your profits. Improvement in selling methods must result in better profits. Conducted by an Expert of long experience, but whose identity will be kept hidden.

QUESTIONS INVITED, AND YOUR OPINIONS WELCOMED.

A MARYLAND canner writes:

"I am almost sold on the idea of small space advertising in a national magazine or two during a few months of the year. There is one thought which still prevents my going ahead with the plan. Don't you think a great deal of all advertising is wasted unless a firm has national distribution?"

Certainly a great deal of advertising is read by those who cannot buy the articles or service advertised because it is not for sale in the immediate locality where the advertisement is read.

On the other hand, even a small campaign in only a trade paper with national circulation will develop sales helps unlooked for when the schedule is decided on.

Recently an advertiser, new to the advertising pages of a trade paper with circulation from coast to coast, published a full page ad in it and offered to send a sample to anyone writing for it.

The paper went to press about the first of September. To date inquiries for samples are still being received daily, although another ad has appeared since the publication of the first one.

These inquiries have come from all states in the United States except two. New business has been traced to the first advertisement, and, best of all, sales representatives in territories where the article advertised has never been sold are actively engaged in getting laid a good groundwork for future sales in worthwhile volume.

The ad was pointed solely toward retail grocers, yet wholesalers, chains and voluntary chains are asking for samples, and altogether the ad is making sales history, or will after it has been fully followed up.

Years ago I happened to run an advertising campaign nationally on an article sold widely during the war, and afterwards off the market for several years.

Before the ink was hardly dry on the magazine we began to receive requests for reclamation of goods long on the shelves of retailers and in the stocks of wholesale distributors.

Be sure you will discover any out-of-date or unsalable packages of your product as soon as you begin adertising it. We'll hope you haven't any, but if you have your ad will locate them.

During the same campaign we were asked by a lady in Arizona if Macy, in New York, carried the article we were selling.

We had no distribution in Arizona, but we were selling Macy's.

The inquirer bought many of her groceries of Macy by mail and had them shipped by freight to her home in the copper country of Arizona.

Haven't you often seen the revolution in deportment effected on a small boy who is dressed up in expectation of company for dinner?

He may be the terror of the neighborhood when dirty and sketchily clothed, but let him array himself in good clothes, let him scrub his face until it shines and wait for the company.

He'll be a model child!

Just so will your organization spruce up, get busy and uncover new business when you are living up to national advertising.

Here, then, are some of the added benefits of an advertising schedule in magazines or any medium approaching national circulation.

Your firm will live up to your advertising.

You will be given an unlooked-for chance to clean up old stocks.

You will secure new sales representatives.

You will interest people and mediums of distribution for your line of which you never dreamed.

By all means do a little national advertising if you are able to.

Any major returns from the list just finished will go far toward justifying the expense of the advertising you will do.

* * *

An Iowa canner writes:

"Our brokers in the city of * * are a funny pair. One is big and fat, the other is skinny and short. One is a prince of a good fellow and the other is a "crab." I do not have much to do with the little fellow, and am glad of it, as I can't bear being near him. I have often thought of taking my account away from them because of this fact. Do you think I should?"

Well, I haven't seen the pair you mention, or, if I have, I can't place them in my memory.

However, I'll bet a penny to a herring the big fellow carrying the excess tonnage is the sales head of the firm and the little fellow the "outgoing treasurer," as Amos 'n Andy say.

"Boy, ain't dat sumpin'?"

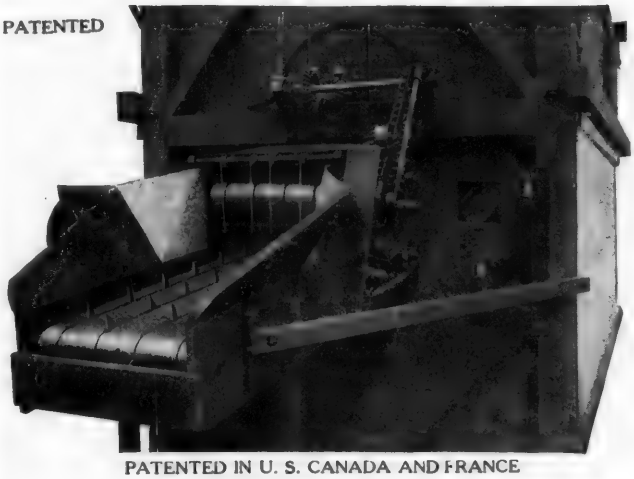
I'll say the job of treasurer is not any soft snap.

Suppose the big fellow, splendidly equipped to sell goods and devil take the deliveries, were compelled to sit closely at his desk a large part of the day while he fumed at the delay and swore each hour that he'd get out on the road some day soon.

It seems to me the couple you describe are ideally suited to operation of a brokerage business.

Ideal Viner FEEDER with Distributor

PATENTED



PATENTED IN U. S. CANADA AND FRANCE

On Every Viner Is Economy

No viner can do satisfactory work when its beaters are obliged to work on heavy mats or bunches of vines.

Separation of the vines by the feeder is, therefore, essential to best results.

Hamacheck Ideal Viner Feeders with distributors are the only feeders that thoroughly separate the vines. The savings effected, over the use of any other viner feeder, are so large that it is not unusual to hear pea packers say that the Ideal Viner Feeders more than save their cost each season.

OVER 2000 IN USE

IDEAL Feeders have been greatly improved during the past two years.

FRANK HAMACHEK MACHINE CO.

Kewaunee, ESTABLISHED 1880 INCORPORATED 1924 Wisconsin

Manufacturers of VINERS, ENSILAGE DISTRIBUTORS and CHAIN ADJUSTERS

"Seven to Ten Percent More Cases Per Tank!"

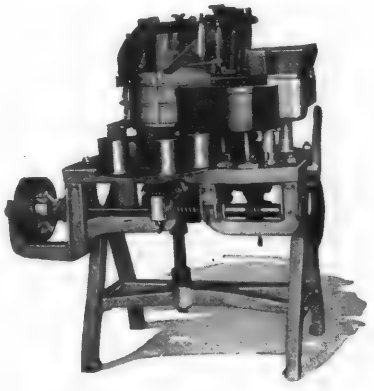
That is the testimony of kraut packers who use the Hansen Automatic Kraut Filler. The increase in cases of canned kraut per tank is effected by a mechanical measuring device that **accurately measures** the amount filled into each can. The Hansen Automatic Kraut Filler handles **hot kraut,** measuring, brining, topping and filling **sixty cans per minute** with **one operator.** Because the kraut is handled hot and cans are correctly filled, sealing and cooling are the only additional operations. Accurate filling and pre-heating practically **eliminates flippers.**

The Hansen Automatic Kraut Filler is also adaptable for filling bean and bamboo sprouts. Write us for detailed information.

HANSEN CANNING MACHINERY CORP.
CEDARBURG, WISCONSIN

MASTER-BUILT TRADE HANSEN MARK MACHINERY
Reg. U. S. Pat. Off.

HANSEN AUTOMATIC



SOUR KRAUT FILLER

You know, I always feel safer about my account if it is in the handling of two members of some live-wire brokerage firm.

You see, the history of any brokerage house selling canned foods is usually best expressed thus: Birth, Girth, Mirth and Decline.

The newly organized business is closely watched and operated by the new founder or founders.

It gets to be so large that, if owned and operated by an individual, he usually gets cocky about what he can do for you, and then fails to do it.

He decides he needs more time for play than he has been getting, and proceeds to take it. Little accounts are let slide, or the ones in his office which make the least "noise" are neglected in favor of the big, paying ones, or those which require a great deal of attention if they are to be retained.

Our one man broker has his fun and his accounts suffer as a result. Then his standing in the market is affected, and his business declines. With two partners on the job, one big and fat and the other small and lean, you have a salesman and an executive.

Both needed in any organization destined to succeed. With such a lineup the business cannot get too big for them to handle. If the salesman lies down on the job, the financial man prods him to serious activity.

If the treasurer sees business through smoked glasses, the salesman goes out and gets more and better business.

When picking your new brokers, get representation if you can from a firm of brokers consisting of two members, at least.

Above all else, look out for the one-man brokerage house which stands very well in the market today. He is having so many accounts offered him these days he can and does pick and choose among them. He gets too many, becomes lost in a mass of detail and you may be out of luck.

If you are represented by a firm such as you describe make yourself like the member of it whom you don't care for now. He may help his partner sell a lot more of your goods next year than they sold this year.

If you don't warm up to him, he may see that your account gets a lot less attention next year than it has been receiving.

STUDIES OF VITAMIN C IN FRESH AND CANNED TOMATOES

THE following item appeared in the department "Food, Drugs and Nutrition" conducted by Walter S. Frisbie in the "American Journal of Public Health and The Nation's Health" of July, 1930:

In view of the importance of tomatoes as an antiscorbutic, experiments were undertaken to determine the relative value of canned tomatoes to fresh, and to answer other questions involved. The curative method was employed on guinea pigs which had been fed scorbutic diet until symptoms such as "jerky run" or swollen wrists were noted. Feeding was continued 16 days, followed by autopsy.

The ration was chiefly soya bean flour, dried yeast, casein with mineral salts and butter fat. Two types of canned tomatoes, cold-pack and open kettle, were used, sterilization consisting of boiling 20 minutes in water. Green tomato pickles were prepared without spice, onion and pepper. Artificially colored tomatoes were produced by treatment with ethylene air 1 to 1,000 from 4 to 8 days.

Results show 2 gm. daily of raw tomatoes, field ripened, insufficient for recovery, which is practically complete with 3 gm. dosage. Practically complete recovery was found in the cold-pack canned tomatoes with 3 gm. dosage after these cans had been stored 9 months. Tomatoes canned by the open kettle method did not give complete recovery with even 4 gm. dosage, indicating loss of vitamin C by oxidation. In cold-pack, field ripened tomatoes stored 15 to 20 months, a 4 gm. daily dose was necessary. Storage loss is also shown in the green canned cold-pack tomatoes which required 5 gm. dosage after 9 months, and after 15 to 20 months this amount did not result in the same degree of recovery.

By comparison, greenhouse ripened tomatoes are not quite so potent in vitamin C as those ripened in the field. The ethylene colored tomatoes required 4 gm. for recovery, indicating that ethylene does not prevent the development of vitamin C but is comparable to the greenhouse ripened tomatoes. Green tomatoes ripened in a dark room effected practical recovery with 3 gm. dosage, showing the development of vitamin C after severing from the vine. Field matured green tomatoes were stored until soft, then fed at the 5 gm. level, which showed approximate recovery, indicating a superiority over the fresh canned tomatoes from the vine but comparable with these same tomatoes canned by the cold-pack method, indicating a slight superiority for this method as a source of vitamin C compared to the raw, green tomatoes.

The vitamin C content of green tomato pickles was found to be negligible.—Bertha Clow and Abby L. Marlatt, J. Agri. Res., 40: 767 (Apr. 15, 1930.)

CANNERY EMPLOYES PROTECTED UNDER CALIFORNIA LAWS

Industry Housed in Sanitary Buildings, Living Wages Insured, and Hours of Work Regulated

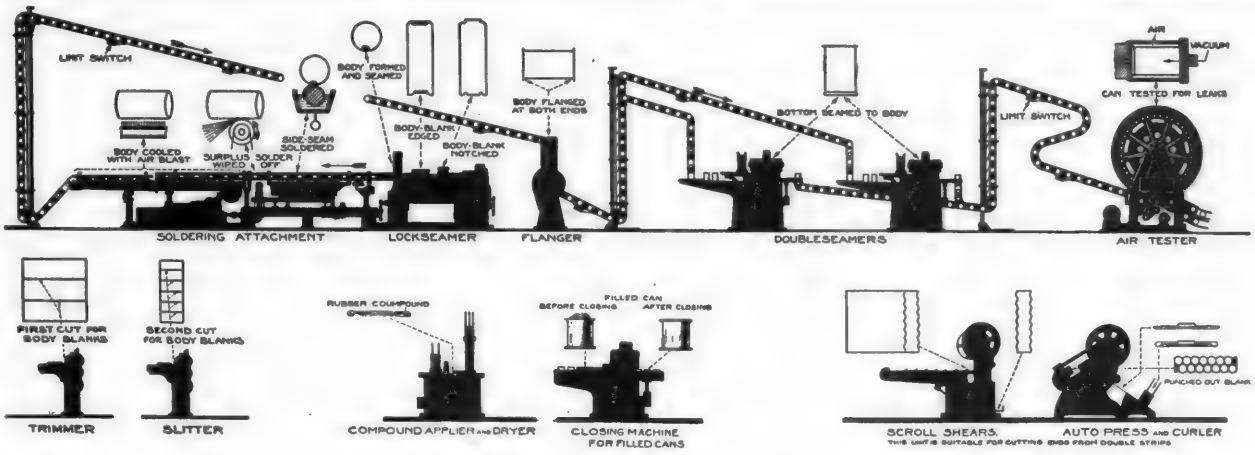
By WILL J. FRENCH
Director, Department of Industrial Relations, State of California
In the United States Daily

LAST summer two trained investigators, representing the New York Consumers' League, published a report after inspecting the State's canneries. While there was found to be an encouraging decrease in the number of children employed, the violations of laws dealing with hours and sanitation were deplored.

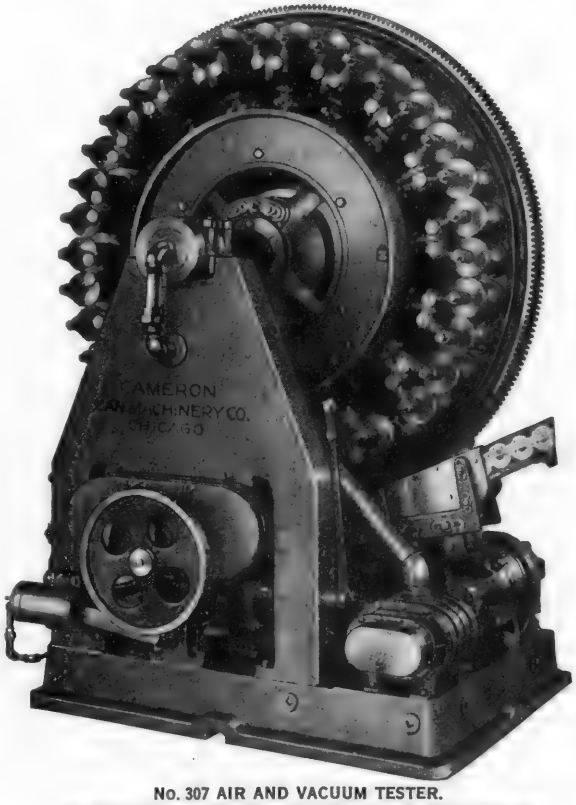
Many women worked in open sheds, unprotected from rain or cold. They were forced to stand for hours on wet floors, and "in some occupations they are wet to the skin because of dripping belts and tables." Suitable seats were uncommon, and much of the equipmeent was antiquated and out of repair, causing unnecessary fatigue. Housing conditions were not as good as they should be, and wages likewise. The New York Canners' Association has agreed to co-operate with the State Department of Labor in bettering conditions.

There was a time when California's canneries left much to be desired in respect to working facilities. For years past the canneries, as a rule, are housed in large, modern concrete buildings, and the fruit and vegetables are packed in the most sanitary manner, under standards and inspections of the California State Board of Health.

The canneries are well lighted and ventilated. Floors are properly drained and racks or gratings are pro-



Cameron Automatic Line-Producing 300 Sanitary Cans Per Minute



No. 307 AIR AND VACUUM TESTER.
IT TESTS AND EJECTS FAULTY CANS WITHOUT HELP OF AN OPERATOR. MADE FOR CANS OF ALL SIZES AND SHAPES.

WHY NOT MAKE YOUR OWN CANS?

We furnish the machinery, tin plate and labor. The rest is mechanical. Substantial savings are to be made over the prevailing market price of tin cans.

CONSIDER THIS LIST OF SUCCESSFUL PACKERS WHO MAKE THEIR TIN CONTAINERS.

Nestle's Milk Products, Inc.
H. J. Heinz Company.
Armour & Company.
General Foods Corporation.
Corn Products Refining Company.
Swift & Company.
Borden Company.
Broder Canning Co., Ltd.
Phillips Packing Company.

Cameron Can Machinery Company

240 North Ashland Avenue « « « » » » CHICAGO, U. S. A.

vided for those who have to stand. Long rubber aprons can be purchased at a minimum cost. Moving belts and dangerous machinery are safeguarded. The problem of seating is met by engineering skill. First-aid rooms are available, with a practical or trained nurse in charge.

Minors under 12 years of age are prohibited from working in the canneries, and minors under 16 are not permitted to be employed around machinery. It is illegal for minors under 18 years of age to work in excess of eight hours in any one day, and one day's rest in seven is obligatory.

Heavy weight lifting by women and minors is against the law. Time must be allowed for meals. An audit system, paid for by the canning industry, insures a living wage as required by California's statutes. The hours worked are closely regulated. Compared with New York's 20 cents an hour paid to women engaged in grading and sorting operations, California's scale is 35 cents an hour, and this is the minimum, the rates running up to as high as 80 cents an hour when canning necessities require long hours.

The increased rates of pay beyond the basic eight-hour day have effectively reduced the length of the working day in California canneries. A study in 1926 showed 23,631 women to have worked overtime, usually only for short periods, because of the ascending rates of pay. Sunday work is practically eliminated, except in emergency, as an outcome of the scale of wages for that day.

The foreign groups receive educational help. Recreation is provided for both workers and their families. The wage and hour problems are always watched. California is fortunate in having a large number of cannery owners who co-operate in every way with the State authorities, and who are "sold" on the wisdom of providing good conditions of labor for contented employes.

TIME OF HARVEST IS BIG FACTOR IN CANNING QUALITY OF PEACHES

PEACH canners in the East are faced with the problem of getting the fruits ripened on the tree but harvested before they are too soft to hold their texture, scientists of the United States Department of Agriculture have observed.

Charles W. Culpepper and Dr. Joseph S. Caldwell, who conducted the department's studies, found that varieties of peaches grown in the East soften so rapidly in ripening that individual peaches remain in ideal canning condition for not more than 24 to 72 hours. Prior to this they are lacking in flavor and color; later they are so soft that they break down in the canning process. Peaches should be canned on the day picked unless cold storage is available, the scientists found. If picked at the proper canning stage some varieties can be kept at 32 degrees for from two weeks to a month in fairly good condition, but this is not advised because the flavor deteriorates.

When a peach is removed from the tree before it is soft-ripe, it never attains the rich flavor characteristic of the variety at its best. Flavor improves during the ripening process, the scientists found, partly as the result of a progressive increase in sugars and a decrease in acidity and astringency, partly by progressive formation of flavoring substances, and partly by the solution of the middle layer of the cell wall so that the contents of the cells come in closer contact with the tongue.

The J. H. Hale is the best of the several varieties studied in respect to size, shape, color, texture of flesh, rate of softening during ripening, and retention of form during processing. Elberta ranks second. But both are somewhat deficient in flavor. Yellow Hiley makes a product of distinctive flavor, but is too irregular in shape and too soft. Early Rose makes an attractive product of good dessert quality but is too small. Belle is generally superior to the other white-fleshed varieties in flavor, but its tendency to soften in processing—although not worse than some others in this respect—makes it necessary to pack the fruits carefully. Hiley is somewhat deficient in flavor and is small and soft. These same deficiencies are so pronounced in the Arp that it has no canning possibilities. Carman is the least satisfactory of all the varieties studied by reason of its habit of ripening unevenly on the two sides and its excessive softening in processing.

A detailed report of this study has been printed in Technical Bulletin 196-T, "The Canning Quality of Certain Commercially Important Eastern Peaches," which can be obtained from the Office of Information, U. S. Department of Agriculture, Washington, D. C.

A NEW SHRIMP TRAWLER

Conduit Brings Shrimp Into Well of Barge

From "The Louisiana Progress"

THE Enright Trawl Patent will materially benefit the entire shrimping industry, as it will increase production and, at the same time, conserve the young undersize shrimp. It will save time and labor and enable the fisherman to readily locate schools of shrimp.

The New Trawl is operated by the means of a tow boat and a barge. It has a regulation Trawl net, and attached to the tail of the Trawl is a conduit leading to the bottom of the barge which has a specially built well compartment. As the tow boat and barge pass over the water and the Trawl through a school of shrimp the shrimp caught in the Trawl are automatically carried by the flow of water through the conduit up to the well of the barge.

The Enright Patent is perfected at a very opportune time to be an outstanding companion to provide protection for the preservation of our great resources in the shrimp industry.

The old method of trawling necessitates everything that is caught in the trawl to remain in the trail of the pocket until the trawl is pulled up on the tow boat, which means the young undersized shrimp, fish and crabs die from the pressure of being packed in the pocket of the trawl and results in a great loss of these natural resources.

The Enright method enables all the young undersized shrimp to escape by having the screen mesh in the well of the barge of a size to retain only the marketable shrimp. The entire catch is carried by the flow of water through the conduit up to the well of the barge alive and any small, unmarketable fish and crabs may be thrown back in the water without destroying them.

The catch will be greatly increased through this method, as fishermen are able to more readily locate schools of shrimp, inasmuch as they are all able to see the shrimp in the well of the barge as they are carried by the flow of water from the trawl through the conduit to the surface well—in other words, they know

when they are in shrimp and when they are not and know when and where they are catching shrimp.

They will also save much time and labor in hauling the catch after each drag because this is entirely eliminated, as the catch is continually coming in the barge and there is no need of stopping to pull up the trawl and unload the catch. When they strike a school of shrimp, they can utilize this time by continual trawling and greatly increase the catch.

The final perfecting of this trawl has been completed and was a revelation in the final tests. Several experienced fishermen tried out this new method and were astounded at the ease in locating shrimp, the greater catch and saving of labor.

Messrs. Adrian and Elmo Bienvenue of Chef Menteur, Louisiana, well known professional fishermen and trappers and highly recognized for their successful activities in this field, have been associated with Enright Trawl Patent from its infancy stage to final completion and state that "for practical use, it provides a way in our present immediate need to preserve our natural resources and, at the same time, greatly increase the catch with a labor saving—an apparatus which should be highly valued by the fishermen as a labor and fuel saver and a shrimp locater."

FRUITS AND VEGETABLES TRAVEL FAR TO MARKET

Development of Industry to Present Proportions Made Possible Through Rapid and Efficient Railroad Service

RAPID and efficient rail transportation in the United States has been an important factor in the development of the fresh fruit and vegetable industry during the present century, according to a study just completed by the Bureau of Railway Economics into the origin and distribution of the eighteen principal fresh fruits and vegetables produced in this country during the year 1929, and unloaded at 76 large consuming markets.

"Such transportation," said a bulletin issued by the Bureau of Railway Economics, "has aided in the location of large producing areas in regions favorable to the growth of fruits and vegetables, has stimulated large increases in production, and has assisted in the expansion of markets which are frequently situated at long distances from the producing regions.

Increase Over Previous Years

"Domestic fresh fruits and vegetables unloaded in the 66 markets in 1929 aggregated 615,387 carloads, an increase of 19,284 carloads, or 3.2 per cent, over 1928, and an increase of 31,035 carloads, or 5.3 per cent, over 1927.

"California led all states as a source of supply in six of the eighteen products. This state supplied practically all of the lemons unloaded in the 66 markets; about 92 per cent of all the grapes; nearly 70 per cent of the cantaloupes; about 66 per cent of the lettuce; over 63 per cent of the oranges, and more than one-half of the pears.

"Florida led in three of the eighteen products, furnishing 87 per cent of the total grapefruit; 37 per cent of the celery, and 28 per cent of the tomatoes.

Where They All Came From

"The leading states supplying the remaining products were: Georgia, which furnished 42 per cent of the watermelons and 27 per cent of the peaches; Washington, 34 per cent of the apples; Louisiana, 17 per cent of the strawberries; New York State, 24 per cent of the cabbage; Texas, 22 per cent of the onions; Maine, 23 per cent of the white potatoes; Virginia, 29 per cent of the sweet potatoes, and Idaho, 36 per cent of the plums and prunes."

New York city constituted the largest market for domestic fresh fruits and vegetables, there having been unloaded 130,702 cars, or over 21 per cent of the total unloads. Chicago ranked second with 63,108, or 10 per cent. Other cities followed in the order named: Philadelphia, Boston, Detroit, Pittsburgh, Cleveland, St. Louis and Los Angeles.

ESTABLISH BEAN INSPECTION AND MARKET NEWS OFFICE IN MICHIGAN

ESTABLISHMENT of a branch office at Lansing, Mich., in connection with its bean standardization and inspection work and bean market-news service, has been announced by the Bureau of Agricultural Economics, U. S. Department of Agriculture. Howard Kittle, for the past five years connected with the commercial bean industry, will be in charge of the office.

Bureau officials report a growing demand for Federal inspection of beans produced in Michigan. The Lansing office will serve as a nucleus for organizing this service in the state. Inspections, for the present, will be made only at Lansing and nearby points. The service will be extended to other shipping points in the state as the demand develops, and inspectors at these points will be under the supervision of the Lansing office.

Research on the standardization and marketing of beans will be expedited by the opening of the Lansing office, the bureau believes. Information on supply, price, quality, movement and other factors in connection with Michigan beans will be incorporated in the weekly bean reports and in special reviews issued by the Washington office and distributed to producers and the trade through various branches of the bureau.

TRADE-MARKS

Following are trade-mark applications for canned foods and fresh and dried fruits and vegetables pending in the U. S. Patent Office, which have been passed for publication and are in line for early registration, unless opposition is filed promptly.

For further information address Mason, Fenwick & Lawrence, Patent and Trade-Mark Lawyers, 600 F Street, N. W., Washington, D. C.

As an additional service to its readers, The Canning Trade offers an advanced search free of charge on any mark they may contemplate adopting or registering.

Picture of Boy Eating Ear of Corn—Fairbault Canning Company, Faribault, Minn., canned corn. Use claimed since September 25, 1929.

MIRADOR—Mexican Wholesale Grocery Co., Los Angeles, Calif., canned fruit, canned vegetables, canned fish, canned milk, edible oils, canned chiles. Use claimed since March 26, 1930.

POLITA BRAND—Pietro Rescigno, Roselle Park, N. J., canned tripe with tomato sauce, canned squid with tomato sauce, canned shrimp and canned veal lungs with tomato sauce. Use claimed since April 1, 1930.

TWIN PEAKS—Rocky Mountain Packing Corporation, Salt Lake City, Utah, canned fruits, canned vegetables. Use claimed since 1912.

PARK VIEW—The Burke Grocery Company, Cincinnati, Ohio, canned fruits, canned lima beans, canned tomato soup, canned tomato puree and canned vegetable sgup. Use claimed since May 8, 1930.

Wanted and For Sale

This is a page that must be read each week to be appreciated. You are unlikely to be interested every week in what is offered here, but it is possible you will be a dozen times in the year. If you fail to see and accept your opportunity your time is lost, together with money. Rates upon application.

For Sale—Machinery

FOR SALE—200, 250 and 300 gal. Copper Steam Jacketed Kettles, in A-1 condition, complete with frame and valves.

Two 300 gal. Jacketed Copper Kettles.

The above items are all in good condition, and are offered because of changes that are being made in my equipment.

Address Box A-1690 care of The Canning Trade.

FOR SALE—New Copper Steam Jacketed Kettles and Mixers, twelve sizes - 15 to 500 gallon. Also 25 and 50 gallon Tilting Kettles. Always in stock, all extra heavy, tested 225 pounds pressure. Buy new kettles that carry a responsible manufacturer's guarantee. Also new Copper Pulp Coils in stock, for 1,000 gallon tanks. Hamilton Copper & Brass Works, Hamilton, O.

Kettle Manufacturers . . Established 1876

FOR SALE—One adjustable Knapp Labeler, 1928 model; also one 1 lb. and one 3 lb. Knapp Labelers, in good working order.

Address Box A-1775 care of The Canning Trade.

Wanted—Machinery

WANTED—Immediate delivery, 2 Ayars Double Rotary Fillers, 1 Monitor Tomato Scalder, 1 Steam Hoist, 1 Link Belt Peeling Table, and other equipment for a tomato plant of 2000 cases capacity per day. State condition of each machine and lowest cash price for prompt acceptance.

Address Box A-1772 care of The Canning Trade.

WANTED—Single Station Die Flanger similar to Max Ams No. 94B.

National Can Co., Uphams Corner Station,
Boston, Mass.

WANTED—Sterling or Anderson Power Dice and Cube Cutter. State condition and price.

Address Box A-1777 care of The Canning Trade.

For Sale—Miscellaneous

FOR SALE—Several cars of strictly whole Tomato Pulp in five gallon cans, good color and fine flavor.

W. L. Jones Food Co., Pemberville, Ohio.

FOR SALE—3863 acre well improved farm; seven miles from County Seat and railroad station on it; Electric Line and Turnpike Road through it. Ideal for growing tomatoes, corn, etc. for canning; also for dairy. Will sell for cost of improvements.

T. Z. Daniel, Millen, Ga.

For Sale—Seed

FOR SALE—Marglobe Tomato Seed. New stock of good quality at $75.00 per 100 lbs. for prompt shipment.

Address Box 332, Delmar, Del.

Situations Wanted

POSITION WANTED—By Pork and Bean or Catsup Packer; can install machinery for same. I have an up-to-date recipe for both Bean Sauce and Catsup.

Address Box B-1770 care of The Canning Trade.

POSITION WANTED—Manager or General Manager over chain of factories. Seventeen years experience in packing canned foods; can take charge, also install machinery. Understand canning green beans, tomatoes, sweet potatoes, pumpkin, puree, spinach, turnip and mustard greens. Experienced in buying cans and boxes, also selling goods as futures or spots. Understand warehousing; know how and what shape cans should be labeled. Familiar with Knapp Labelling machines and Panama Closing machines; know the proper seams on cans and change parts and the proper process of each item canned. I am ready to figure with any reliable canning company. Can furnish references. Might consider some stock in new company.

Address Lock Box 102, Clever, Mo.

POSITION WANTED In a canning factory as Superintendent or Assistant Superintendent, packing fruits and vegetables. Can build plant and install machinery.

Address Box B-1773 care of The Canning Trade.

POSITION WANTED - As Manager or Assistant Manager in canning factory packing vegetable crops. College graduate with several years experience as agricultural advisor to growers of canning crop. Can breed, improve and maintain choice stocks of canning crop seeds. Experience in managing canning factory help. Capable and reliable; best reference.

Address Box B-1778 care of The Canning Trade.

Help Wanted

WANTED—First-class Sales Manager and several first-class Salesmen who are familiar with the can trade.

Apply to Andrew J. Sordoni, President, Wilkes-Barre Can Co.,
Wilkes Barre, Pa.

WANTED—High grade canned foods salesman for contacting wholesale grocery and chain store trade

Address Box B-1771 care of The Canning Trade.

WAREHOUSING

Field and Metropolitan warehousing, the first merging into the latter if desired.

FINANCING

Loans arranged thro' affiliated organization at lowest rates consistant with collateral available.

SERVICE

General information, available thro' wide spread contacts with producers and consumers, a service we offer to clients.

GUARDIAN WAREHOUSING COMPANY
222 West Adams Street
Chicago.

Canners Exchange Subscribers

at

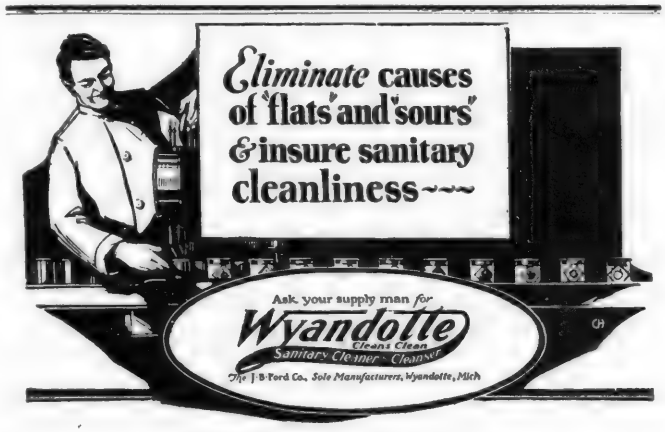
Warner Inter-Insurance Bureau

***

Fire Insurance for the Canning Industry at an average of 60c. below the usual rates.

***

LANSING B. WARNER Incorp.
155 East Superior Street
Chicago, Illinois


Eliminate causes of "flats" and "sours" & insure sanitary cleanliness
Ask your supply man for
Wyandotte
Cleans Clean
Sanitary Cleaner - Cleanser
The J. B. Ford Co., Sole Manufacturers, Wyandotte, Mich

—Since 1913—

CANNED FOODS BROKERS Reference: National Bank of Baltimore COMMISSION MERCHANTS

Howard E. Jones & Co., Inc.

200-202 E. Lombard St. at Calvert St., Baltimore, Md.

All Products cooked SUCCESSFULLY, *ONLY* in RETORTS—*No Breakdowns!*
IMPROVED STEEL PROCESS RETORT.
Constructed to use either dry steam or open bath process.

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J. Harry Cain

Merchandise Broker

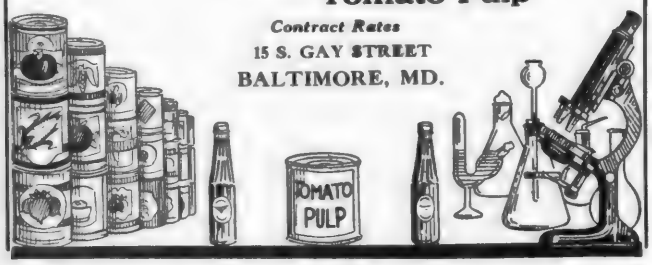
Canned Foods a Specialty

Phoenix Building, -:- Baltimore, Md.

STRASBURGER & SIEGEL

Analysis of:

Tomato Catsup
Tomato Paste
Tomato Pulp



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BALTIMORE, MD.

Can prices
1930 season

The American Can Company announces the following term contract prices, F.O.B. its factories, for Standard Sizes of Sanitary Cans for the Central and Eastern parts of the United States.

No. 1	size	$14.85 per M.
No. 2	size	20.67 per M.
No. 2½	size	26.06 per M.
No. 3	size	28.14 per M.
No. 10	size	62.21 per M.

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Our seed peas are grown under the personal supervision of members of our firm in the Pacific Northwest where climatic conditions are most favorable for high vitality.

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CANNED FOOD PRICES

Prices given represent the *lowest* figure generally quoted for lots of wholesale size, usual terms f. o. b. Baltimore (unless otherwise noted) and subject to the customary discount for cash. Many canners get higher prices for their goods; some few may take less for a personal reason, but these prices represent the general market at this date.

Baltimore figures corrected by these Brokers: ‡Thomas J. Meehan & Co., *Howard E. Jones & Co.
New York prices corrected by our Special Corespondent. †In column headed "N. Y." indicates f. o. b. factory.

Canned Vegetables

ASPARAGUS* (California)	Balto.	N.Y.
White Mammoth, No. 2½	.....	.....
Peeled, No. 2½	.....	.....
Large, No. 2½	.....	1.70
Peeled, No. 2½	.....	1.70
Medium, No. 2½	.....	.....
Green Mammoth, No. 2½	.....	2.65
Medium, No. 2½	.....	2.70
Small, No. 2½	.....	2.85
Tips, White, Mammoth, No. 1 sq.	.....	3.00
Small, No. 1 sq.	.....	3.00
Green Mammoth, No. 1 sq.	3.40	3.40
Small, No. 1 sq.	2.80	2.90
BAKED BEANS‡		
Plain, No. 1	.60	.65
No. 2	.....	.....
No. 3	.....	.....
In Sauce, 18 oz.	.75	.80
No. 1	.60	.....
No. 2½	1.40	1.50
No. 10	4.25	4.75
BEANS‡		
Stringless Stand. Cut Green, No. 2	.90	.85
Standard Cut Green, No. 10	4.50	5.50
Standard Whole Green, No. 2	.....	.....
Standard Cut Wax, No. 2	1.10	1.00
Standard Cut Wax, No. 10	.....	.....
Red Kidney Standard No. 2	1.00	.....
Standard, No. 10	5.00	Out
LIMA BEANS‡		
No. 2, Tiny Green	2.15	.....
No. 10	11.25	.....
No. 2, Medium Green	1.65	.....
No. 10	9.25	.....
No. 2, Green and White	1.15	1.45
No. 10	7.25	.....
No. 2, Fresh White	1.15	.....
No. 10	6.50	9.00
Soaked, No. 2	1.05	.....
BEETS‡		
Baby, No. 2	1.75	1.85
8-15, No. 2	.....	.....
15-20, No. 2	1.50	.....
Cut, No. 2	1.00	1.20
Cut, No. 10	4.00	.....
Whole, No. 10	4.25	5.00
Diced, No. 10	4.25	.....
CARROTS‡		
Standard Sliced, No. 2	.90	1.05
Sliced, No. 10	4.00	5.00
Standard Diced, No. 2	.90	.....
Diced, No. 10	4.00	5.00
CORN‡		
Golden Bantam, Fancy No. 2	.....	1.25
Extra Standard, No. 2	.....	.....
Extra Standard, No. 10	.....	.....
Shoepeg, Fancy, No. 2	1.15	.....
Extra Standard, No. 2	1.40	.....
Standard, No. 2	1.30	.....
Standard, No. 10	.....	.....
Crushed, Fancy No. 2	.....	.....
Extra Standard, No. 2	1.10	.....
Standard, No. 2	1.00	.....
Standard, No. 10	.....	.....
HOMINY‡		
Standard Split, No. 3	1.10	1.20
Split, No. 10	3.25	3.75
MIXED VEGETABLES‡		
Standard, No. 2	.95	.....
No. 10	4.50	.....
Fancy, No. 2	1.05	1.15
No. 10	5.00	5.50
OKRA AND TOMATOES‡		
Standard, No. 2	1.25	1.45
No. 10	6.50	.....
PEAS‡		
Petit Pois, 1s	.....	.....
No. 2 Fancy Sweets, 2s	.....	1.70
No. 2 Fancy Alaskas, 2s	.....	.....
No. 3 Fancy Alaskas, 2s	.....	1.40
No. 3 Fancy Sweets, 2s	.....	1.50
No. 4 Fancy Sweets, 2s	.....	1.25
No. 5 Fancy Sweets, 2s	.....	1.15
No. 3 Std. Alaskas, 2s	1.10	1.02½
No. 4 Std. Alaskas, 2s	1.05	.95
No. 5 Std. Sweets, 2s	.....	.95
No. 3 Std. Alaskas, 10s	5.75	5.75
No. 4 Std. Alaskas, 10s	5.50	5.50
No. 4 Early June, 1s	.....	.....
PUMPKIN‡		
Standard, No. 2½	1.00	.....
No. 3	1.25	.90
No. 10	2.75	2.75

CANNED VEGETABLES——Continued

SAUER KRAUT‡	Balto.	N.Y.
Standard, No. 2	1.00	.90
No. 2½	1.10	1.00
No. 3	1.15	1.05
No. 10	3.75	3.50
SPINACH‡		
Standard, No. 2	.95	.90
No. 2½	1.30	.....
No. 3	1.35	1.35
No. 10	4.25	4.25
SUCCOTASH‡		
Standard Green Corn, Fresh Limas, No. 10	.....	.....
Standard Green Corn, Dried Limas, No. 2	1.40	.....
(Triple) No. 2 (with tomatoes)	1.35	.....
SWEET POTATOES‡		
Standard, No. 2, F. O. B.	.85	.....
No. 2½	1.05	†1.10
No. 3	1.10	†1.15
No. 10	3.50	†3.75
TOMATOES‡		
Extra Standard, No. 1	.....	.....
F. O. B. County	.....	.....
No. 2	1.00	.....
F. O. B. County	.90	.....
No. 3	1.50	.....
F. O. B. County	1.45	.....
No. 10	5.00	.....
F. O. B. County	4.75	.....
Standard, No. 1	.45	.....
F. O. B. County	.42½	.....
No. 2	.72½	.72½
F. O. B. County	.70	.....
No. 3	1.20	.....
F. O. B. County	1.10	1.17½
No. 10	3.35	.....
F. O. B. County	3.25	3.40
TOMATO PUREE‡		
Standard, No. 1, Whole Stock	.50	.50
No. 10, Whole Stock	4.00	3.75
Standard, No. 1 Trimmings	.45	.....
No. 10 Trimmings	3.75	.....

Canned Fruits

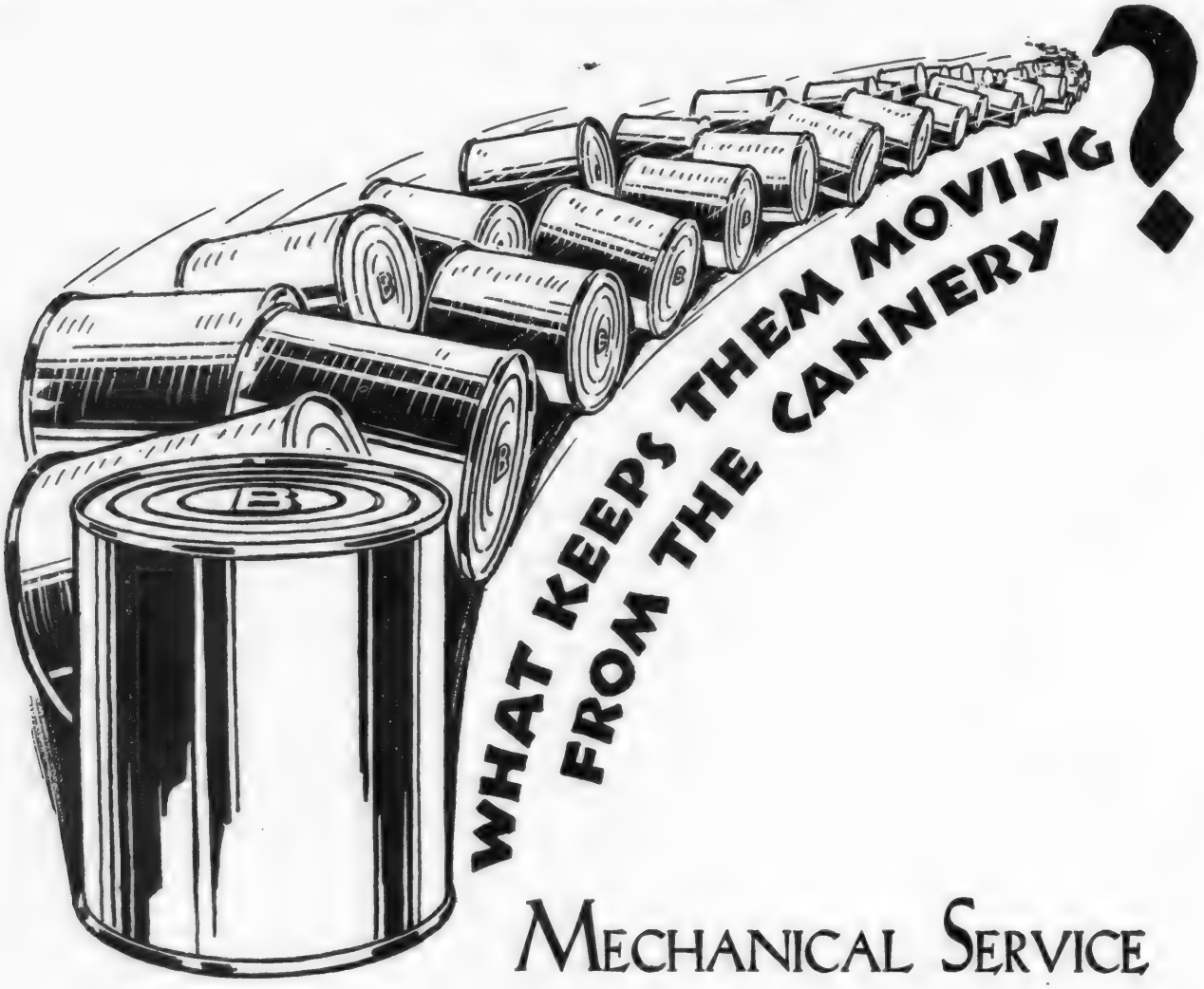
APPLES* (F. O. B. Factory)		
Maine, No. 10	.....	.....
Michigan, No. 10	.....	.....
New York, No. 10	.....	3.75
Pennsylvania, No. 10, water	3.25	.....
Pa., No. 3	1.25	.....
Pa., No. 10, solid pack	4.50	4.75
APRICOTS* (California)		
Standard, No. 2½	1.80	1.90
Choice, No. 2½	2.25	2.25
Fancy, No. 2½	.....	.....
BLACKBERRIES*		
Standard, No. 2	1.35	.....
No. 3	.....	.....
No. 10, water	7.50	7.00
No. 2, Preserved	.....	.....
No. 2, in Syrup	.....	.....
BLUEBERRIES*		
Maine, No. 2	.....	2.00
No. 10	9.00	9.25
CHERRIES*		
Standard, Red, Water, No. 2	1.40	.....
White Syrup, No. 2	1.75	.....
Extra Preserved, No. 2	.....	.....
Red Pitted, No. 10	9.75	.....
California Standard 2½	3.10	3.00
Choice, No. 2½	3.40	3.00
Fancy, No. 2½	.....	3.50
GOOSEBERRIES*		
Standard, No. 2	.....	.....
No. 10	.....	.....
GRAPE FRUIT JUICE*		
No. 1	1.15	.....
No. 5	5.00	.....
PEACHES*		
California Standard, No. 2½, Y. C.	1.60	1.90
Choice, No. 2½, Y. C.	1.80	2.00
Fancy, No. 2½, Y. C.	.....	.....
Extra Sliced Yellow, No. 1	1.35	1.30
Seconds, Yellow, No. 2	.....	.....
Pies, Unpeeled, No. 2	.....	1.20
Peeled, No. 10	5.00	5.25

CANNED FRUITS—Continued

PEARS*	Balto.	N.Y.
Standards, No. 2, in syrup	1.10	.....
No. 3	1.60	.....
Seconds, No. 3, in water	.....	.....
No. 3, in Syrup	1.25	.....
Extra Standards, No. 2, in Syrup	1.10	.....
No. 3	1.60	.....
California Bartletts, Standard 2½	2.40	2.15
Choice	3.50	2.50
Fancy	.....	2.75
Standard, No. 10	.....	.....
PINEAPPLE*		
Hawaii Sliced, Extra, No. 2½	2.50	2.50
Sliced Standard, No. 2½	2.35	2.30
Sliced Extra, No. 2	.....	2.40
Sliced Standard, No. 2	.....	2.10
Grated, Extra, No. 2	.....	2.45
Shredded, Syrup, No. 10	.....	8.50
Crushed, Extra, No. 10	.....	10.00
Eastern Pie, Water, No. 10	.....	.....
Porto Rico, No. 10	.....	.....
RASPBERRIES*		
Black, Water, No. 2	.....	.....
Red, Water, No. 2	.....	.....
Black, Syrup, No. 2	2.00	.....
Red, Syrup, No. 2	.....	.....
Red, Water, No. 10	.....	.....
STRAWBERRIES‡		
Preserved, No. 1	.....	.....
Preserved, No. 2	.....	.....
Extra, Preserved, No. 1	.....	.....
Extra, Preserved, No. 2	.....	.....
Standard Water, No. 10	.....	.....
FRUITS FOR SALAD*		
Fancy, No. 2½	4.00	3.25
No. 10s	14.75	.....

Canned Fish

HERRING ROE*		
10 oz.	1.00	1.15
16 oz.	1.25	1.50
17 oz.	1.25	1.50
19 oz.	1.35	.....
LOBSTER*		
Flats, 1-lb. cases, 4 doz.	.....	.....
½-lb. cases, 4 doz.	.....	.....
¼-lb. cases, 4 doz.	.....	2.00
OYSTERS*		
Standards, 4 oz.	1.20	.....
5 oz.	1.30	1.25
8 oz.	2.40	.....
10 oz.	2.60	2.50
Selects, 6 oz.	2.25	.....
SALMON*		
Red Alaska, Tall, No. 1	.....	3.20
Flat, No. ½	.....	.....
Cohoe, Tall, No. 1	.....	.....
Flat, No. 1	.....	.....
Flat, No. ½	.....	.....
Pink, Tall, No. 1	1.10	1.15
Columbia Flat, No. 1	.....	4.75
Flat, No ½	.....	2.60
Chums, Tall	1.00	.98½
Medium, Red, Tall	.....	2.15
SHRIMP*		
Dry, No. 1	1.65	1.65
Wet, No. 1, Large	1.80	1.75
SARDINES* (Domestic), per case		
¼ Oil, Keyless	.....	†3.15
¼ Oil, Decorated	.....	†4.75
¼ Oil, Tomato, Carton	.....	.....
¼ Mustard, Keyless	.....	†3.15
¼ Oil, Carton	.....	†4.25
¾ Mustard, Keyless	.....	†2.85
California, Oval, No. 1	.....	†3.15
TUNA FISH* (California), per case		
White, ¼s	.....	.....
White, ½s	14.00	9.00
White, 1s	.....	13.50
Blue Fin, ½s	.....	7.25
Blue Fin, 1s	.....	13.25
Striped, ½s	.....	6.75
Striped, 1s	.....	12.00
Yellow, ½s	.....	7.25
Yellow, 1s	.....	13.50



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THE CANNING TRADE
The Journal of the Canning and Allied Industries
ESTABLISHED 1878

THE MARKETS

BALTIMORE, NOVEMBER 10, 1930

WEEKLY REVIEW

Most Financially Distressed Canners Have Sold—Inventory Time Bobs Up as Excuse—Goods Passing Directly into Consumption—Need for New Prices on Hand-to-Mouth Orders—Rumor Factory Busy.

STATIC—Market conditions in canned foods are practically in the same identical condition as last reported, the possible exception being that about all the financially distressed canners, here and in the Ozark regions, have been relieved, and that pressure has been removed from the selling market. And that is a very considerable factor, since, despite all that can be said, the market prices are based upon such forced sales. Every canner should know that when a fellow-canner is forced into the market to raise needed money that such prices as he gets are not actually the market, but they do not gauge their actions as if they knew this. They meet the forced sales prices, and then the trouble develops. Some blame attaches to the broker, who may quote his client these forced sales prices without telling him that they are that kind of prices, but the canner ought to know this and be able to avoid it. The passing of this disturbing condition is a gain for the market.

But there now begins to be heard the cry that inventory time is approaching and the buyers are anxious to show low inventories, and therefore are not interested in buying large blocks at this time. That is more of an excuse than anything else. They have not been interested in buying sizable lots for a long while, and this, despite the fact that the buyers' floor stocks are lighter than ever before known. And they are keeping them light buying tight, as they say. They are not even taking their futures as they were ordered, if complaints about delayed shipping instruction are true, and they must be.

The strong point of the whole situation is that the buyers are distributing their futures as fast as received, and further that the amounts taken by the retailers are such that the goods are practically going directly into consumption. That is the sort of clean-up that will bring the buyers back into the market steadily, even if they buy in small lots. And it is a fact that this small-lot buying is steadily eating away the supplies of all canned foods, but the system is not bringing the canners much, if any, profit on their goods. That is the unfortunate feature of this hand-to-mouth buying: the canner cannot handle these retail sales at a profit, because there is, comparatively, as much cost to handle out 25 cases as there would be in shipping a carload. There are those who say that this style of buying is here to stay. If it is, then the industry might as well adapt itself to the new order, and at once. If you must retail, then retail at retail prices, and not at wholesale. Put the added cost of handling on your price, and stand for it, and you will get it. Unless the sellers adopt a policy and stick to it they can expect to get nowhere. If you are naming a price of 75c on No. 2 standard tomatoes in carloads, or not less than 500-case lots, then make the price for smaller orders 80c, or whatever price the additional handling requires, and 25-case lots ought to be priced at 90c. Other lines of industry do this; it is their regular custom, and the canned foods industry must come to it.

The rumor factory has been very busy manufacturing a better than average pack of tomatoes for 1930, and a full or better than average pack of corn, using some of the lucky states to bolster their stories. For it is true that some states came through with record packs, while the majority were getting only a small percentage of what they expected. But as we have before said, these lucky states cannot make up for the general shortage. As a sample of these statements, one says that the Tri-States will have a full normal pack of tomatoes this season, and, if they get that across they will probably say that it also equaled all years in its corn pack here. When these sort of reports come to you consider their source, because every man who compiles a statistical column is not necessarily an expert, or in position to know what he is talking about; and there are those who do not hesitate to juggle the market to their own advantage by such statistics. It is human to paint the horizon red with tomatoes when

you are buying and to shade it to a very delicate pink when you are selling. There is not present cause for depression or gloom in the tomato or corn packs of this season and if such an occasion ever does arise it will not be from the size of the packs. At least wait until a proven case is made out, and do not take the reports of these self-appointed market experts. There has been a flurry in corn selling, largely based upon the report that Minnesota has come through with a record pack. But they did not get very far with that effort, catching only a few poor fish. And now they are trying it on tomatoes, beets, carrots and some other items.

Market prices show some changes this week, corn being quoted lower on all items still remaining in quotation in this section. The reduction is about 5c per dozen all down the line.

New prices on canned sweet potatoes are out, and they are all lower, as is always the case when spots replace futures. The sweet potato pack will be held largely to the amount of orders placed in advance, because the canners are not more anxious to speculate in this than are the buyers. If the business develops later the canners can pack, as the raw supply will be there.

Aside from these two changes, the market prices remain as last quoted.

You will find conditions as described in other markets interesting, and we advise a careful reading.

NEW YORK MARKET

By "NEW YORK STATER."
Special Correspondent of "The Canning Trade."

New York Canned Foods Market Featureless—Sardine Packers Have Had a Bad Year—Southern Tomatoes Are Holding Firm at 70c—Continued Weakness in Corn—Peas Are Holding Fairly Steady.

New York, November 6, 1930.

DULLNESS—Between pre-election dullness and the natural lethargy of the canned foods field at the present time, the market here in New York has been featureless. A slight firming up of the quotations on Maine sardines on receipt of news of a pack greatly below last year's levels was noted. Other lines held steady, with Southern tomatoes showing more strength than they have exhibited for some time. General business conditions continue poor and show no promise of immediate relief. With the final week of the bitter gubernatorial content on and with the first week broken up by election day, trade along Hudson street was slow. However, business in several items is comparatively good, although buying continues on a hand-to-mouth policy. The general opinion up here is that prices will remain at their present levels until someone starts the ball rolling, and then they are going to go up fast, and those who will have to buy on the way up are going to pay plenty.

Sardines—Packers have had a bad year in the Maine sardine field. With the summer season's pack ruined because of bad weather conditions and then the fall pack falling far short of expectations, reliable estimates place the shortage at approximately 700,000 cases. Packers are less inclined to make concessions, and Maine keyless oil sardines are being held around $3.25 by the majority of the packers. At this figure they are just about breaking even, if they do that. Some of the packers are reported holding out for $3.50, Eastport. At this price the packer can make a fair margin of profit, but whether the market is strong enough to absorb goods at this level is problematical. With the few weak spots in the market, caused by distress selling by some of the smaller packers, out of the way sardines should strengthen up considerably. Although the pack condition may call for firmer prices, the chaotic business conditions of today preclude any authoritative statement as to what the market will do.

Tomatoes—Southern tomatoes are holding firm at the 70c level for No. 2s, with no offerings below this figure reported. At the present it appears that all of the distress selling is over, and the market consequently is in a stronger position. Also, it is noted that a higher grade of tomatoes has been coming into the market, with fewer rejections reported. For a while, when prices started going off, rumors were rife that many canners had packed inferior grades of tomatoes, and hoped to get away with it because of the scarcity of the tomato pack this season. Whether or not these rumors were true, there were quite a few rejections because the goods were below standard quality. California tomatoes continue firm, prices sustaining themselves at the previous levels, with the majority of the Pacific Coast packers withdrawn from the market.

Corn—Corn was featured by continued weakness in Maine Golden Bantam, due to the inability of several of the smaller canners to carry their pack until the market picks up. Dumping of these stocks through distress selling carried the market off slightly, but it firmed up when the pressure ceased. Practically all of the forced sales are over, and the remaining stocks are in strong hands. Fancy Crosby is firm, with the bulk of the packers in this grade able to carry the pack until the market situation clears up. White corn is very hard to obtain, and many of the packers have withdrawn it entirely. Western corn remains easy, with slightly lower tendencies noted.

Apple Sauce—Has been rather a weak spot in the market, with price shading tactics pursued by several of the smaller packers, causing irregularity in the market. While the larger packers are endeavoring to hold the market around the opening quotations, several of the smaller canners are offering fancy apple sauce at levels substantially below those quoted by the bigger firms. This has resulted in confusion among the buyers, and, although they seem inclined to take advantage of the bargains offered, they are not buying in any quantity.

Peas—Are holding fairly steady, with few packers reported willing to make any concessions yet, although scattered instances where price concessions have been made are reported. These breaks below the quoted price, however, are in the fancy grades, and the lower grades are holding firm, with moderate movement reported. Although buyers would like to see the prices break below opening quotations, it is thought probable that the market will remain in a fairly strong position until the opening months of 1931.

Canned Fish—Shrimp is about the only feature of any marked interest in this field, although heavy movements of pink salmon at $1 coast for No. 1 talls continue. It is certain that the shrimp pack is going to be greatly curtailed this year, and although the canneries report that the grade of shrimp now being packed has improved in quality, the pack had shown little indications of improving in quality. Tuna is also a favorable spot, due to a small pack this season.

CHICAGO MARKET

By "OBSERVER,"
Special Correspondent of "The Canning Trade."

Better Conditions Near—Buyers Have No Reserve and Are Now Taking Only Small Lots—Low Prices on Tomatoes Have Not Moved Buyers to Action—Corn Steady—Lower Prices on Peas Cause Flurry—Some New York Canners Will Not Pack Apples This Year. Over-night Truck Service Within 500 Miles of Chicago.

Chicago, November 6, 1930.

BETTER CONDITIONS NEAR—With the turn of the month and fall elections behind us, there are many evidences of a relaxation of the rigidity against buying; and with consumers everywhere actively supporting canned foods offerings there is a general feeling that we are on the threshold of a definite upturn in conditions.

Buyers have no reserves against which to work, and brokers report a steady volume of small, persistent buying, not only from city, but from widespread country jobbing points.

Tomatoes—Canners have only been able to make sales here recently at ridiculous prices. We have heard of some very low-priced transactions lately; however, there are rumors of higher prices being paid for good quality. It would appear that the extra cheap lots are deficient in grade, this especially as applies to seemingly low offerings out of Indiana.

It is noticeable that, no matter how cheap these recent offerings were priced, buyers would not anticipate their needs. With this general fear as to loading up, somebody is going to get bumped with some hard market experiences sooner or later, because of operating on too low stocks.

Corn—Prices steady, and apparently a seasonal call for this goods, which is relieving at least some of the anxious sellers. No doubt the state conventions being held during the next few weeks will provide a chance for everybody to get a clearer grasp on the outlook, and there will be a sounder trading basis generally established.

Peas—Some recent weakness in Wisconsin has developed a considerable volume of movement; blocks of cheaper peas which had been overpriced have been released, and some short profit operators have been given supplies which can be sold in the 10c retailer position.

Well-posted canners say, however, that this selling flurry may be cleaned up within a very few days, as there is nothing to be disturbed about in the expectation of seeing the entire market clean up before next pack.

The same condition has affected peas as applies to most anything else at this particular time, viz., buyers' strikes on purchases will sooner or later weaken most any product, regardless of its real sound value.

Milk—The fall production in Wisconsin has been good and there has been a little easiness in prices. The trade has also received with favor the new announcements regarding reduced netweight can in the "tall" milk, effective about February; also the general decision to pack "baby's" 48s instead of 96s, as heretofore.

Jobbers should make plans at once to get their private labels made so as to fit the new style "talls."

Apples—A good interest in view of easier prices now possible, and the fact that many of the S. A. P. futures were not confirmed account too high an opening basis. It is now proposed that several of the New York producers will not operate at all for 1930, which will mean a certain clean-up of whatever others may finally produce in surplus.

Overnight Truck Service—Plans are being perfected, in fact largely in operation at this time, whereby regular overnight truck service to all points within a 500-mile radius from Chicago will be possible.

The rates will be quite close to the L. C. L. railroad rates, and it is expected that this new service feature will make the city a larger consignment point for carloads than ever heretofore.

Some of the big railroad people are back of this proposition, and it will be handled with the thorough efficiency which always characterizes such operators.

Formal announcements will soon go to all shippers, manufacturers and buyers offering them fullest details of this service.

OZARK MARKET

By "OZARKO."
Special Correspondent of "The Canning Trade."

Canners Busy Shipping Futures—Many Holding Up Shipping Orders—Packs Seem Several Hundred Cars Short of '29—Distressed Canners Fewer—Most Canners Holding for Better Prices—Canners Meeting at Eureka Springs, Ark.

Springfield, Mo., November 6, 1930.

CANNERS BUSY—The tomato canners of the Ozarks have plenty to do at present. Canners in the district who sold a good many cars of future tomatoes are still shipping out on these orders as fast as shipping instructions can be secured. Contracts covering most of these sales specified shipment during canning saeson or immediately thereafter. However, here and there jobbing grocers are requesting some delay in the shipments. Other tomato canners in the district are busy shipping out on spot sales. There are other canners that are storing their limited holdings of unsold tomatoes in their warehouses, apparently with the intention of holding for better prices than those prevailing at the present time.

Season's Tomato Pack—It is not yet possible to determine the total pack of tomatoes in the Ozarks this year but a very close estimate has been made, and same shows the pack for the district will figure several hundred cars less than the pack of 1929.

Unsold Surplus—It is not possible to definitely determine the number of cars of tomatoes canners will be holding unsold when all orders have been filled. However, it is a fact undisputed that this unsold surplus will figure several hundred carloads less than was being held unsold by the canners in the Ozarks at this period in last year.

Spot Sales—There has been a falling off in sales of tomatoes during the past week, due perhaps to the fact that there are fewer canners in the district now in financial distress or at least fewer canners who are

willing to confirm sales at prices that will show considerable loss rather than a profit. There are indications that every canner who is holding tomatoes unsold, who can arrange his finances satisfactorily, will arrange to hold his tomatoes in anticipation of a more active demand a little later on and the possibility of somewhat higher prices ruling. We hear of instances here and there where the banks are advising canners not to make sales of their tomatoes at prices that will show a loss, but hold out for prices that will at least show a small margin of profit.

Bonded Warehouses—A number of canners in the district now have Federal bonded warehouses, and canners so situated will have no difficulty in holding their tomatoes for better market prices, as the banks in the district are generally perfectly willing to make loans on the bonded warehouse receipts issued.

Sales Spot Tomatoes—Some sales are being made daily, but in no large blocks. Most of these sales are single carlots, but now and then will cover for two or three cars, and always for immediate or prompt shipment. Practically all these sales have been made for account of canners in urgent need of quick ready cash, and at the following range of prices: 1s standard, 10-oz., 42½ to 45c; No. 300, 14½ oz., 60c; No. 303, 16 oz., 62½c; No. 2 standards, 65c, 67½, 70c; No. 2½ standards, $1.00 to $1.05; No. 10 standards, $3.50. It is plain to be seen that there are very few canners left who will confirm additional sales at the range of prices enumerated.

General Tomato Prices—Canners in the Ozarks who are financially strong, or those not in urgent need of quick ready cash, are naming the following as the lowest prices at which they would confirm any sales of tomatoes for prompt or November shipment: 1st standard, 10 oz., 45c; No. 303 cans, 14½ oz., 62½c; No. 303 cans, 16 oz., 65c; No. 2 standards, 70c to 75c; No. 2½ standards, $1.05 to $1.10; No. 10 standards, $3.75. We are unable to locate any offerings of 3s standards in the district

Spot Green Beans—Offerings of cut stringless are very limited. No. 2 standards, 85c to 90c; No. 10s, $4.50 to $4.75. There are a few cars of No. 2 cuts of splendid quality, probably extra standards, which are held at $10.00. It is getting more difficult to secure confirmation on mixed cars of tomatoes and cut green beans.

Greens—Turnip greens still obtainable. No. 2 size, 85c to 90c; No. 10 size, $4.50. Mustard greens, No. 2 size, 85c to 90c; No. 10 size, $4.50 to $4.75. Only a few canners in the district could handle orders for straight cars of greens; most sales are for shipment in mixed cars with tomatoes

Canners' Meeting—The usual fall meeting of canners of the Ozarks will be held on the 6th instant, at Eureka Springs, Ark. This is in line with the custom that canners have been following for the past several years, and usually proves beneficial to the canners. It is not at all unlikely that at this fall meeting canners will discuss the advisability of a big reduction in the contracting of tomato acreage for the 1931 pack. Many other subjects of interest to the canners of the district will also be discussed, and a tentative program for the annual convention will be given consideration. The date will be set for this annual meeting, which is to be held in Springfield, Mo., sometime the first half of January.

GULF STATES MARKET

By "BAYOU,"
Special Correspondent of "The Canning Trade."

Bad Weather Handicapped the Shrimp Pack This Week. Closed Season Goes into Effect on November 15th—Factories Ran About Two Days on Shrimp the Past Week—Oysters Showing Up in Fine Shape, but Little Demand—Sweet Potato Pack a Light One.

Mobile, Ala., November 6, 1930.

SHRIMP—The shrimp pack this week was greatly handicapped on account of bad weather, and it seems that this year, when the shrimp have hit this coast, the weather turned bad and the fishermen could not work, so this section has found it difficult to put out anything like a normal pack this year.

The closed season for the canning of shrimp goes into effect in Mississippi and Louisiana on November 15th, which will terminate the fall shrimp pack in those two states. Alabama has no closed season at this time of the year, and the factories may continue to can shrimp right on, but shrimp usually leave this coast around the first of December, and the Alabama canneries ordinarily shut down around December 1st, due to the lack of raw material.

The demand for raw headless shrimp is off and the price is low, notwithstanding the fact that the shrimp received are all large and fancy.

The sea food factories of this section had about two days run on shrimp this past week, but things look more encouraging this week, as the week opened up with favorable weather.

The price of canned shrimp is firm and the packers are not concerned about rushing them on the market. In fact, some of the canners have placed a price tag of $1.30 per dozen for No. 1 small, $1.50 per dozen for No. 1 mediums and $1.70 per dozen for No. 1 large, f. o. b. facory, for their pack, and are now laying back comfortably waiting for the buyers to take 'em or leave 'em alone, whichever they choose to do now, being confident that the trade will take them at this price when they're ready for 'em. The truth of the matter is that canners will have to get these prices in order to realize on their pack, as, due to the light pack, shrimp have cost them a plenty to produce this season.

Oysters—Oysters are showing up in fine shape, but very little demand, considering the fact that cold weather is prevailing all over this section, which is oyster weather. Under the circumstances, the raw oyster shippers will certainly have to be very careful, because raw oysters are extremely perishable, and they cannot be stored away with the same results as fish and shrimp.

The factories have not started to can oysters, and the indications are that they will not be in a hurry this season. It behooves every canner to operate his plant with one foot on the brake and a hand on the emergency, ready to slow up production or stop operations altogether should conditions require it, for there is no use dreaming any longer, consumption is at a low ebb.

It can't be said that there is starvation in this country, but there must be a lot of folks going hungry, and a good indication of this is the fact that production is light in cerain staple foodstuff, and yet the limited amount produced is not being readily consumed, there-

fore light production with low cost and minimum margin of profit is the keynote of a successful pack in these days and times.

Be progressive is true, but be conservatively progressive, because it's very easy to step right down over your head in surplus problems when wading on the beach of production, so watch your step and don't wander too far off shore. This suggestion not only applies to the oyster pack, but to every pack and every form of production.

The activity of the cove oyster market is limited right now to spots, and, barring forced sales, the prevailing prices may be quoted as $1.15 per dozen for 5-ounce cans and $2.30 per dozen for 10-ounce cans f. o. b. cannery.

Sweet Potatoes—Sweet potato seems to be the dark horse of the canning industry in this section this year. This pack, which ordinarily is not counted on much to hold up the credit side of the ledger, is destined to fill in very materially this year, and has a healthy appearance. The sweet potato pack will be a light one, but the indications are that it will be a profitable one, as they are in good demand and looks like the entire pack is going to move rapidly. The price is 95c per dozen for No. 2s, $1.20 per dozen for No. 2½s, and $4.50 per dozen for No. 10s, f. o. b. factory. The packing is still going on.

CALIFORNIA MARKET

By "BERKELEY,"
Special Correspondent of "The Canning Trade."

State is Having a Long Season—Rain Wanted—Many Through Packing Tomatoes—Business on Tomatoes Light from the East—Home Market Advised Rather Than Export Effort—Steady Buying in Small Lots Cleaning Out Stocks—Small Pack of Sweet Potatoes—Better Feeling in Salmon—Bean Prices Declining.

San Francisco, November 6, 1930.

LONG SEASON—Winter, or even fall, seems to be having a difficult time to get started in California this year and summer still prevails the full length of the State. Early in October there was a general rain but this was followed by some of the warmest weather of the year. Temperatures for the last day of October ranged from ninety-two degrees at Los Angeles to seventy-nine at San Francisco and seventy-eight at San Jose, with other sections of the State showing equally high records. Crops have been harvested and a change to rainy weather would meet with general favor.

Tomatoes—Many canners brought their tomato packing season to an end with the passing of October, although operations with others will doubtless drag on until there is a heavy rain or a frost. Vines have produced until they have exhausted their vitality and the tomatoes now being handled are of decidedly inferior quality and virtually all are going into paste and the lower grades. California packers are getting less business from Eastern points than was the case earlier in the season and sales are now confined to comparatively small lots. Prices are largely without change. The pack has been a good one in this State and almost all packers are still offering the complete list.

Export Expert Advises Home Consumption—At the suggestion of the Canners League of California, R. S. Hollingshead, of the Foodstuffs Division of the United States Bureau of Foreign and Domestic Commerce, paid San Francisco a visit last week. He was a luncheon guest of the Foreign Trade Club and met the executive committees of the Canners League, the Dried Fruit Association, and other organizations. He suggested that domestic markets offered the best opportunities for moving surplus stocks of fruits, vegetables and fish. He said that the foreign markets seem fairly well covered but that the Government has found that there are several large districts in the United States where the consumption of canned foods is well below the average. During his stay in this region Mr. Hollingshead plans to visit fruit canners and dryers and sardine canners.

The Market — A steady volume of small orders is wearing away stocks of canned fruits in first hands and withdrawals are commencing to become quite common. This is especially true of apricots, the pack of which was held down to half that of last year, although other fruits are also getting in low supply. A new list has been brought out by the California Packing Corporation and quite a few vacant places are noted. This firm has withdrawn all Standard, Second and Water apricots in the No. 2½ size, as well as Choice and Water in the No. 10 size. In the peach list No. 2½ Water clings are no longer to be had and several other of the lower grades are in limited supply. Choice and Standard cherries in the No. 10 size are no longer quoted.

Sweet Potatoes—The packing of sweet potatoes is under way on a rather limited scale in California, with stocks being drawn from the Atwater district in the San Joaquin Valley. A comparatively small pack will be made unless more advance business is booked.

Salmon—While business is comparatively light, a rather better feeling prevails in salmon packing circles. Packers express the opinion that holdings in weak hands have been largely moved and that from now on prices will be higher and better maintained. Some concerns have had quite a satisfactory business and only a short time ago the California Packing Corporation announced a withdrawal of red, pink and chum salmon, having disposed of its entire holdings.

Beans—The California bean crop has been harvested without loss but ever since harvesting ended there has been a steady decline in price. The crop is a little below early estimates, but the reverse seems true of other parts of the country and this is held responsible for the weakening in prices. Trading is well below normal, with most growers holding for a price improvement.

Light Stocks in Jobbers' Hands — R. M. Barthold, president of the California Packing Corporation, is back from a five weeks' trip through the East and reports that stocks in the hands of wholesalers are exceedingly light. The shipments and billings of this packing concern since March 1, 1930, are ahead of those of last year, and most other packing concerns are making similar reports, so that it would seem that goods are going into consumption at just about the same rate that shipments are being made. The California Packing Corporation made the heaviest pack of fruits and vegetables since the company was organized and only the salmon pack was a disappointment. President Barthold comments on the fact that during times of depression people economize by using more canned foods and a heavy demand is expected during the winter and spring months. Comparatively low prices are prevailing and this is serving to increase the volume of business. This

concern is benefiting from its policy of wider diversification, both in products and in territory, with its vegetable lines making an especially fine showing.

Horticultural Expert Killed—Gulian P. Rixford, of San Francisco, Cal., former expert for the United States Department of Agriculture, passed away at Palo Alto, Cal., October 27th, from injuries sustained when he was struck by a train at Los Altos. His advanced age of ninety-two years worked against his chances of recovery. Mr. Rixford was born in Higate, Vt., in 1838, and came to California in 1867. His interest in outdoor life led him to take up horticultural work and for years he conducted a special column in a leading paper. At the age of seventy he entered the Government service and did much to assist in the introduction of new fruits into this State. He introduced the Smyrna fig tree, at first a failure, but which proved a success when it was found that wild fig pollen was necessary to fertilize the Smyrna fig flowers. Mr. Rixford tendered his resignation to the Government several times, but this was not accepted until last year.

Notes—The Clarence Saunders Stores of Southern California has been incorporated with a capitalization of $1,300,000 to operate a chain of grocery stores in the southern part of the State.

Reports are current that the Monterey Sardine Products Company, of Monterey, Cal., will be re-organized and operations resumed by the cannery.

Carl Max, with the Lang & Stroh Co., and D. King, with Dodge, Sweeney & Co., both of San Francisco, flew down to Los Angeles last week and also paid a visit to Agua Caliente, Mexico, considered the Monte Carlo of the New World.

The Hawaiian Pineapple Company, Honolulu, T. H., is erecting a $250,000 plant for the manufacture of citric acid from by-products of the cannery.

What Canned Foods Distributors are Doing

Packers Rest Case in Decree Hearing—Ask Dismissal of Saunders Stores Recivership—American Canned Foods Exports to Canada Off.

PACKERS REST CASE IN CONSENT DECREE HEARING—Presentation of the Government's argument against modification of the Packers' Consent Decree in the hearings now being held in the Supreme Court of the District of Columbia was started immediately after counsel for the packers rested their case. Over four weeks have been consumed in hearing the testimony of the witnesses called by the packers in their plea for modification of the Consent Decree so as to permit them to enter into the retail meat business as well as handle allied food products.

The packers called over one hundred and twenty-five witnesses to testify in their behalf, but only fifty of these actually took the stand. Testimony of the remaining eighty was entered in stipulation, agreed to both counsel for the Government and for the two wholesale grocers' associations opposing the packers' petition. This move has resulted in a saving of over a month, as it is estimated that the testimony of these eighty witnesses would have taken that much time.

The packers have tried to prove that under present conditions in the food industry they no longer present any threat of monopolizing the industry, and that, in order to profitably compete with the chain store organizations, they must be freed from the restrictions imposed under term of the Consent Decree.

Testimony by several livestock dealers was introduced to prove that no unfair competitive methods are used by the larger packing houses. Testimony continued to the effect that it would be useless for any packer or group of packers to attempt to monopolize the livestock market under present day conditions, as there are too many sources of supply open to the independent meat packers for any monopoly to be effective.

Several officials of competitive packing concerns were called and testified that no unfair competitive means were being used by any of the so-called "Big Four" group and denied that any such practices could be carried out successfully under present day market conditions in the packing industry.

Further testimony was given by officials of the "Big Four" packers denying that any price agreement existed between the various companies included in this group, and stated that all competition was conducted on fair levels.

Several representatives of the canning trade testified that the release of the packers from the restrictions of the Consent Decree would result in a new market developing for the canners' output which would aid him materially. Any move that would result in more outlets would aid the canner, according to the testimony of Arthur I. Judge, editor of The Canning Trade, who added that the canners are generally weak in their sales organization, particularly the small canners who deal through brokers. Further testimony by witnesses along this line brought out the claim that canned products could be more efficiently handled if the packers were permitted to go into the grocery field, as they would provide a wider market than exists at the present time.

Frank L. Hogan, chief counsel for the packers, concentrated his attack on chain stores, on the Great Atlantic and Pacific Tea Company pointing out that while in the sixty-one years preceding 1920 the tea company's units totaled only 4,000, the system grew to 16,000 stores in the ensuing ten years. He added: "While in the same decade it built up its annual sales from $190,000,000 to over $1,000,000,000."

Victor H. Pelz, director of editorial and research staff of the American Institution of Food Distribution, called as a witness for the packers, stated that the entrance of the packers into the business of retailing meats, groceries and allied food products, would be a big aid toward more efficient food distribution.

Mr. Pelz said that the present trend towards grouping all activities of food distribution under one concern, which is so apparent in the chain store system, is becoming more pronounced every day. He further says that the growth of the voluntary chain groups has intensified competition by enabling independent retailers to sell at prices that furnish serious competition to the chain stores.

Other witnesses presented statistics bearing upon the comparative earning power and the net profit per dollar on the sales of the packers as against the sales of the chain stores. In one instance the chain store system had a profit of 2½ cents on each dollar's worth of goods sold as against a profit of under one cent for the packing company.

Presentation of the Government's case is expected to be concluded inside of ten days. Following the Government, the cases of the American Wholesale Grocers Association and the National Wholesale Grocers' Association will be presented to the court.

H. B. Teegarden, special counsel for the Government, in presenting stipulations containing the testimony of several witnesses who were to have been called in opposition to the modification, just before opening the Government's case, was carrying out the Government's side of the agreement reached last week in the effort to cut down the time of the hearings. The packers' counsel presented their stipulations to the court last week, but Mr. Teegarden delayed the presentation of the Government's stipulations until he had had the opportunity to open his case.

In opening the case for the Government, Mr. Teegarden asked the right to file at the end of the hearings a motion of dismissal of the packers' petitions on the ground that insufficient evidence has been presented to warrant any change in the decree.

Justice Jennings Bailey informed Mr. Teegarden that he would have the permission, but warned him that if he presented the

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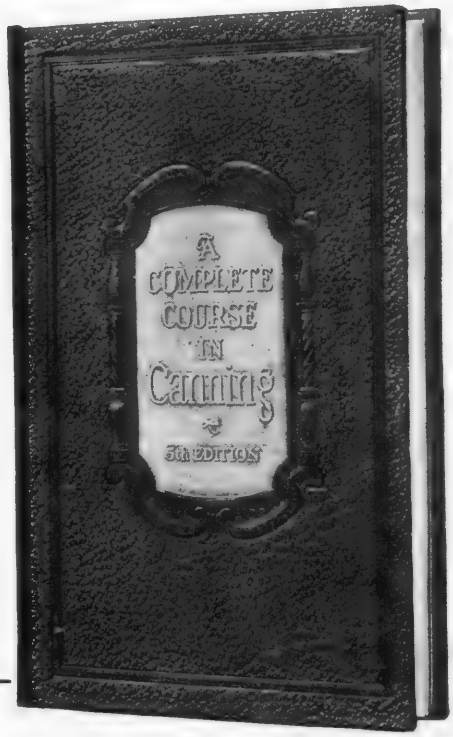

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motion now, it would automatically end the case and the Government would have no opportunity to present its case.

George M. Pfarr, president of the California Co-Operative Canneries, declared that his company must have the outlet provided by Armour & Co., if it is to continue in business. The company, which is a co-operative owned by fruit growers, is suffering from serious inroads into its business by fruits carrying nationally-advertised brands. Mr. Pfarr stated that if his company is to operate profitably, the fruits canned by the company must be sold under some such brand.

While no plans have been made as yet by the Cudahy Packing Company for entry into the retail business, according to the testimony of Edward A. Cudahy, Jr., president, cross-examination brought out the statement that if Armour and Swift go into the retail business, it will be necessary for the Cudahy company to follow.

According to the testimony of Prof. Paul Nystrom, of New York, of the School of Business, Columbia University, modification of the decree would result in additional competition in the food industry which would probably react to the advantage of the buying public. Dr. Nystrom estimated that the total food bill of the United States annually is approximately $24,000,000,000, of which only $3,000,000,000 is consumed where it is raised. The remaining $21,000,000,000 passes through retail channels.

Ask Dismissal of Saunders Stores Receivership—Expressing dissatisfaction with the progress of the Clarence Saunders Stores, Inc., under the receivers appointed by the courts when the grocery chain went into bankruptcy in Memphis, Tenn., last summer, a petition was filed in Federal District Court in Memphis last week by three creditors asking for a hearing to declare the chain store system bankrupt and end the receivership.

Asking the court for a prompt hearing, the petition declared that the chain store system had operated under a severe loss between the institution of a receivership last summer and September 27th, when an operating statement was filed by the two receivers, Leslie M. Stratton, of Memphis, and J. R. Peters, of New York.

In the September statement, issued by Mr. Stratton, it was stated that the company had excellent prospects of coming back to its former financial stability. It was stated that practically every unit of the system showed some gain and several of those located in the larger cities in the South had shown substantial gains both in gross and net profits. Both Mr. Stratton and Mr. Leslie are widely-known figures in the grocery business, with Mr. Stratton being very well known in the South, where he has been an important figure in the grocery field for many years.

The petition, which was filed by the Oliver-Finnie Company, of Memphis; the Luce Packing Company and the Myers Packing Company, states that the system has shown a loss of approximately $111,695 in the period between the institution of the receivership and the period at which the accounting was made by the receivers, and asks for a hearing to end the receivership.

Percy McDonald, attorney for more than fifty other creditors, with claims aggregating over $100,000, stated that they had not yet decided whether they would join in the petition.

American Canned Food Exports to Canada Off—Until a short while ago American canned foods have had practically no substantial competition in the Canadian market from other countries. This situation persisted in spite of the fact that the American product usually sold at a price slightly higher than other offerings of the same grade, according to a report furnished to the Department of Commerce by American Vice-Consul Donald D. Edgar, at Kingston, Ontario.

Canned vegetables led the way in the country's imports, especially canned soups. The largest concern competing with the American firms is the Canadian Canners, Ltd., a domestic producer, with packing houses throughout Canada. This firm retails soup at 10c a can, against 15c for an American brand, with the exception of tomato soup, which sells two for 25c. The remaining domestic concerns are small and the amount of business they carry on is negligible. However, the American imports showed only a 10 per cent gain over the previous year, as compared with a gain of 21 per cent in imports from other countries, principally South Africa and Australia.

Within the last few months the Australian and British South Africa canned fruits have been furnishing strenuous competition to the American fruits. Only the long-established "class" market for the American products has prevented these countries from monopolizing the market in this field. The American product shows to poor advantage as far as comparative prices go, and Canadian dealers assert that the quality of the American and that of the other countries is identical.

In the 1930 period up to date imports from the United States showed a gain of only 6 per cent, as against a gain of 11 per cent registered by other nations. Even before the recent tariff changes, American food sales in Canada had shown a severe drop, and under the new tariff it is exceedingly probable that the sale of the American foods will suffer further setbacks. When the other importers realize the strength of their competition, both on a price appeal and also on a patriotic appeal to the people of Canada to purchase British Empire foods, it is thought likely that an extensive campaign to popularize their brands in Canada will be made. This would undoubtedly result in a further drop in American sales.

The only thing that will keep the sales of American canned foods in Canada at a high level is the demand for them due to quality rather than to price. In other words, as long as American canned foods can keep the reputation of being of better quality than other grades, so long will theCanadian market sustain itself at a profitable level. But let the consumers believe that they can secure food of equal quality at lower prices and the American trade will suffer a severe setback.

NOW TORSCH-STEVENSON CORP.

ANOTHER significant change in one of Baltimore's old and well-known canning companies has recently taken place, the exit of the Torsch-Summers Co., which, as you will recall, was a combination of the two old firms, The Torsch Packing Company and C. G. Summers & Co., and the entrance of The Torsch-Stevenson Corp. in its place. "Dave" Stevenson, as all know, was a member of the old firm, and Charles G. Summers, Jr., had withdrawn some years ago to found his own company, now operating principally in Pennsylvania, but also in Baltimore. So the change in name seems only natural. But there appears as secretary of the new corporation a new name, W. W. Woodward.

The canning business of this concern has been growing rapidly, so much so that they have been forced to enlarge the plant, after having added an immense warehouse only last year. And these plants on the Eastern Shore have also been improved, until the corporation now has more than doubled its former capacity.

The Torsch-Stevenson Corp. have made a bell horse of Conqueror Brand Mixed Vegetables, and won a well-earned reputation for it. But they also pack a full line of vegetables, and have been giving particular attention to quality. They have been consistent advertisers of their products in local and nearby territory, and they are backing up this modern selling method with goods that meet popular approval. The result could not be other than a tax upon their ability to produce. They are merchandising a quality product and the public is responding.

The members of this aggressive firm of canners are all popular with their fellow canners and prominent in association work.

CONVENTION DATES

November 20-21—Indiana Canners, Hotel Claypool, Indianapolis.

December 2-3, 1930—Iowa-Nebraska Canners, Hotel Ft. Des Moines, Des Moines, Iowa.

December 2-3, 1930—Michigan Canners, Pantland Hotel, Grand Rapids.

December 9-10, 1930—Ohio Canners Association. Annual Meeting Hotel Deshler-Wallick, Columbus, Ohio.

December 11-12—Tri-State Packers, annual, at Benjamin Franklin Hotel, Philadelphia.

December 11-12, 1930—Association of New York State Canners. Annual Meeting at Hotel Seneca, Rochester, N. Y.

January 19 to 23, 1931—National Canners; National Food Brokers; Canning Machinery and Supplies; Machinery Exhibit. Hotel Stevens, Chicago.

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HINDE & DAUCH corrugated fibre SHIPPING BOXES

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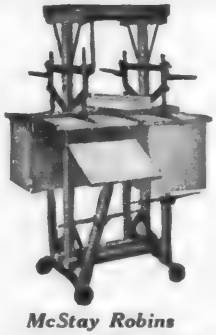
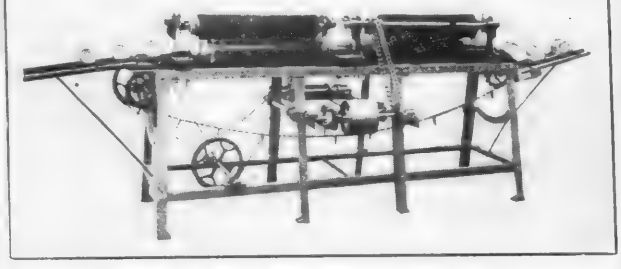


McStay Robins Lightning Box Sealer

Closed Retorts

CANNING MACHINERY and SUPPLIES
A. K. ROBINS & COMPANY, INC.
LOMBARD and CONCORD STS., BALTIMORE, MD.



Robins Beckett Double Can Cleaner

SMILE AWHILE

There is a saving grace in a sense of humor.
Relax your mind—and your body. You'll be better mentally, physically—and financially.
SEND IN YOUR CONTRIBUTION.
All are welcome.

NO GUIDANCE

Policeman—How did the accident happen?
Motorist—My wife fell asleep in the back seat.

TO THE POINT

Out in New Mexico even public signs come directly to the point. In a garage in Albuquerque is posted the following notice:

"Don't smoke around the tank. If your life isn't worth anything, gasoline is."

ONE ON THE JUDGE

In court the other day a lawyer turned to the opposing counsel and said angrily: "You are the biggest idiot I ever saw in all my life," whereupon the judge gravely remarked: "Silence, sir. Please do not forget that I am present."

NOT OUT OF DANGER

"Doctor," asked a patient, "I am feeling much better now, and I want you to let me have your bill." "Nonsense, sir," said the physician, "do be calm; you are not strong enough for that yet."

SNOWED OUT

"The Smiths couldn't get into their apartment after they returned from their vacation."

"What's the matter? Lose their key?"

"No. They forgot to tell the boy to stop leaving the Sunday papers."

A BRIEF REMARK

"Did anyone comment on the way you handled your new car?"

"One man made a brief remark, 'Fifty dollars and costs.' "

THIS IS SO SUDDEN

Junior Partner, to pretty stenographer: "Are you doing anything on Sunday evening, Miss Dale?"

Stenographer, hopefully—No, not a thing.

"Then try to be at the office earlier on Monday morning, will you?"

CATS

A grammar school boy passed in the following composition on Cats:

"Cats that you can maul and tease is called Maultese Cats. Some cats is reckenized by how quiet their purs is and these is named Pursian Cats. The cats what has very bad temrers is called Angorie Cats. And the cats with deep feelin's is called Feline Cats."

ANOTHER WAY ROUND

Landlady—I think you had better board elsewhere.
Boarder—Yes, I'll admit I frequently have.
Landlady—Have what?
Boarder—Had better board elsewhere."

WHERE TO BUY

—— the Machinery and Supplies you need, and the Leading Houses that supply them. Consult the advertisements for details.

CORRUGATED FIBRE SHIPPING CASES.
Hinde & Dauch Paper Co., Sandusky, O.

ADHESIVES, Pastes and Gums.
F. G. Findley Co., Milwaukee, Wis.
Fred H. Knapp Corp., Ridgewood, N. J.

ADJUSTER, for Chain Devices.
Hamachek Mach. Co., Kewaunee, Wis.
Apple Paring Machines. See Paring Mach.

BEAN SNIPPER.
Chisholm-Ryder Co., Niagara Falls, N. Y.

BEET MACHINERY.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
A. K. Robins & Co., Inc., Baltimore.
Baskets, Wire, Scalding, Pickling, etc. See Cannery Supplies.

BELTS, Carrier, Rubber, Wire, etc.
Berlin-Chapman Co., Berlin, Wis.
La Porte Mat and Mfg. Co., La Porte, Ind.
Bean Cleaners. See Clean and Grad. Mach.
Beans, Dried. See Pea and Bean Seed.

BLANCHERS, Vegetable and Fruit.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Blowers, Pressure. See Pumps.

BOILERS AND ENGINES, Steam.
Edw. Renneberg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Slaysman & Co., Baltimore.

BOOKS, on Canning, Formula, Etc.
A Complete Course in Canning.
How to Buy and Sell Canned Foods.
A History of the Canning Industry
The Almanac of the Canning Industry.
All published by The Canning Trade, Baltimore.
Bottle Caps. See Caps.
Bottle Cases, Wood. See Boxes, Crates.
Bottle Corking Machines. See Bottlers Mchy.

BOTTLERS' MACHINERY.
Ayars Mach. Co., Salem, N. J.
Edw. Ermold Co., New York City.
Bottle Screw Caps. See Caps.

BOXES, Corrugated Paper.
Hinde & Dauch Paper Co., Sandusky, O.

BOX (Corrugated) SEALING MACHINES.
Fred H. Knapp Corp., Ridgewood, N. J.
A. K. Robins & Co., Inc., Baltimore.
Boxes, Corrugated Paper. See Cor. Paper Prod.

BOXES, Lug, Field, Metal.
Berlin-Chapman Co., Berlin, Wis.

BOXING MACHINES.
Fred H. Knapp Corp., Ridgewood, N. J.
Westminster Machine Works, Westminster, Md.

BROKERS.
J. Harry Cain, Baltimore.
Howard E. Jones & Co., Baltimore.
Phillips Sales Co., Cambridge, Md.
Buckets and Pails, Fiber. See Corr. Paper Products.
Buckets and Pails, Metal. See Enameled Buckets.
Buckets, Wood. See Cannery Supplies.

BURNERS, Oil, Gas, Gasoline, etc.
A. K. Robins & Co., Inc., Baltimore.

BY-PRODUCTS, Machinery.
Edw. Renneberg & Sons Co., Baltimore.
Cabbage Machinery. See Kraut Mchy.

CANNERS, Fruits and Vegetables, etc.
California Packing Corp., San Francisco.

CAN COUNTERS.
Ams Machine Co., Max, New York City.
Ayars Mach. Co., Salem, N. J.
Can Conveyors. See Conveyors and Carriers.
Can Fillers. See Filling Machines.

CAN MAKERS' MACHINERY.
Ams Machine Co., Max, New York City.
E. W. Bliss & Co., Brooklyn, N. Y.
Cameron Can Mchy. Co., Chicago.
Slaysman & Co., Baltimore.
Can Markers. See Stampers and Markers.

CAN SEALING COMPOUNDS.
Ams Machine Co., Max, New York City.

CAN WASHING MATERIALS.
J. B. Ford Co., Wyandotte, Mich

CANS, Tin, All Kinds.
American Can Co., New York City.
Continental Can Co., New York City.
Heekin Can Co., Cincinnati, O.
Metal Package Corp., New York-Baltimore.
Phelps Can Co., Baltimore.
Phillips Can Co., Cambridge, Md.

CAN WASHING MACHINES.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.

CANNERY SUPPLIES.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Slaysman & Co., Baltimore.
Sprague-Sells Corp., Chicago.
Can Stampers. See Stampers and Markers.

CAPPING MACHINES, Soldering.
Ayars Mach. Co., Salem, N. J.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Capping Steels, Soldering. See Cannery Sup.

CARRIERS AND CONVEYORS, Gravity.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Cartons. See Corrugated Paper Products.
Catsup Machinery. For the preparatory work: see Pulp Mchy; for bottling: see Bot. Mchy.
Chain Belt Conveyors. See Conveyors.
Chain for Elevating, Conveying. See Conveyors.
Checks, Employers' Time. See Stencils.
Chutes, Gravity, Spiral. See Carriers.

CLEANERS AND CLEANSERS.
J. B. Ford Co., Wyandotte, Mich.

CLEANING AND GRADING MACHY., Fruit.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.
Cleaning and Washing Machines, Bottle. See Bottlers' Machinery.
Cleaning Machines, Can. See Can Washers.

CLOCKS, Process Time.
Ayars Mach. Co., Salem, N. J.
Sprague-Sells Corp., Chicago.

CLOSING MACHINES, Open Top Cans.
Ams Machine Co., Max, New York City.
E. W. Bliss & Co., Brooklyn, N. Y.
Cameron Can Mchy. Co., Chicago, Ill.
Slaysman & Co., Baltimore.
Coils, Copper. See Copper Coils.
Condensed Milk Canning Machinery. See Milk Condensing Machinery.

CONVEYORS AND CARRIERS, Canners.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

COOKERS, Continuous, Agitating.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Sprague-Sells Corp., Chicago.
Cookers, Retort. See Kettles, Process.

COOLERS, Continuous.
Berlin-Chapman Co., Berlin, Wis.
Sprague-Sells Corp., Chicago.

COPPER COILS, for Tanks.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Copper Jacketed Kettles. See Kettles, Copper.

CORKING MACHINES.
Edw. Ermold Co., New York City.

CORN COOKER-FILLERS.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
Morral Bros., Morral, Ohio.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

CORN CUTTERS.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
Morral Bros., Morral, Ohio.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

CORN SHAKERS.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.

CORN HUSKERS AND SILKERS.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
Morral Bros., Morral, Ohio.
Sprague-Sells Corp., Chicago.
United Company, Baltimore.
Corn Mixers and Agitators. See Corn Cooker Fillers.

CORRUGATED PAPER PRODUCTS (Boxes, Bottle Wrappers, etc.).
Hinde & Dauch Paper Co., Sandusky, O.
U. S. Prt. & Litho. Co., Cincinnati, O.
Counters. See Can Counters.
Countershafts. See Speed Reg. Devices.

CRANES AND CARRYING MACHINES.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.

CRATES, Iron Process.
Berlin-Chapman Co., Berlin, Wis.
Edw. Renneberg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.
Cutters, Corn. See Corn Cutters.
Cutters, Kraut. See Kraut Machinery.
Cutters, String Bean. See String Bean Mchy

CULTURES, Inoculation.
Strasburger & Siegel, Baltimore.

DECORATED TIN (for Cans, Caps, etc.).
American Can Co., New York City.
Continental Can Co., New York City.
Dies, Can. See Can Makers' Mchy.
Double Seaming Machines. See Closing Mach.

DRYERS, Drying Machinery.
Edw. Renneberg & Sons Co., Baltimore.
Slaysman & Co., Baltimore.
Employers' Time Checks. See Stencils.

ENAMELED BUCKETS, PAILS, Etc.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Engines, Steam. See Boilers and Engines.
Enamel-Lined Kettles. See Tanks.

EVAPORATING MACHINERY.
Berlin-Chapman Co., Berlin, Wis.
Edw. Renneberg & Sons Co., Baltimore.

EXHAUST BOXES.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.
Factory Stools. See Stools.
Factory Supplies. See Cannery Supplies.

FACTORY TRUCKS.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

FIBRE CONTAINERS for Food (not hermetically sealed).
American Can Co., New York City.
Continental Can Co., New York City.
U. S. Prt. & Litho. Co., Cincinnati, O.

FIBRE PRODUCTS, Boxes, Boxboards, Etc.
Hinde & Dauch Paper Co., Sandusky, O.
U. S. Printing & Litho. Co., Cincinnati, Ohio.
Fillers and Cookers. See Corn Cooker-Fillers
Filling Machines, Bottles. See Bottlers' Mchy

FILLING MACHINES, Can.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.
Filling Machine, Syrup. See Syruping Mach

FINANCING AND WAREHOUSING.
Guardian Warehousing Co., Chicago.
Wakem & McLaughlin, Chicago.

FINISHING MACHINES, Catsup, Etc.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Friction Top Cans. See Cans, Tin.
Fruit Graders. See Clean. & Grad. Mchy., Fruit.
Fruit Parers. See Paring Machines.

FRUIT PITTERS AND SEEDERS.
Huntley Mfg. Co., Brocton, N. Y.
Fruit Presses. See Cider Makers' Machinery.
Gasoline Firepots. See Cannery Supplies.

GENERAL AGENTS for Machinery Mfrs.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Generators, Electric. See Motors.

WHERE TO BUY---*Continued*

GLASS-LINED TANKS.
Sprague-Sells Corp., Chicago.

Governors, Steam. See Power Plant Equipment.
Gravity Carriers. See Carriers and Conveyors.
Green Corn Huskers. See Corn Huskers.
Green Pea Cleaners. See Clean. and Grad. Mchy.
Hoisting and Carrying Machines. See Cranes.
Hullers and Viners. See Pea Hullers.
Huskers and Silkers. See Corn Huskers.

INOCULATION, for Peas, etc.
Strasburger & Siegel, Baltimore.

INSURANCE, Canners'.
Canners' Exchange, Lansing B. Warner, Chicago.
Jacketed Kettles. See Kettles, Copper.

JACKETED PANS, Steam.
Sprague-Sells Corp., Chicago.

KETTLES, Copper, Plain or Jacketed.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Kettles, Enameled. See Tanks, Glass-Lined.

KETTLES, Process.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Edw. Renneburg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.

KNIVES, Miscellaneous.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

KRAUT CUTTERS.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

KRAUT MACHINERY.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.

LABELING MACHINES.
Edw. Ermold Co., New York City.
Fred H. Knapp Corp., Ridgewood, N. J.
Morral Bros., Morral, Ohio.
Sprague-Sells Corp., Chicago.
Westminster Mach. Works, Westminster, Md.

LABEL MANUFACTURERS.
H. Gamse & Bro., Baltimore.
R. J. Kittredge & Co., Chicago.
National Color Printing Co., Baltimore, Md.
Piedmont Label Co., Bedford, Va.
Simpson & Doeller Co., Baltimore.
U. S. Printing and Litho. Co., Cincinnati.

LABORATORIES, for Analyses of Goods, Etc.
National Canners Assn., Washington, D. C.
Strasburger & Siegel, Baltimore.

LIMA BEAN RUBBERS.
The Scott Viner Co., Columbus, O.
Markers, Can. See Stampers and Markers.
Marmalades, Machinery. See Pulp Machinery.

MILK CONDENSING AND CANNING MCHY.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Molasses Filling Machine. See Filling Mach.

OYSTER CANNERS' MACHINERY.
Berlin-Chapman Co., Berlin, Wis.
Edw. Renneburg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Machine Co., Baltimore.
Packers' Cans. See Cans.
Pails, Tubs, etc., Fibre. See Fibre Cont.
Paper Boxes. See Corrug. Paper Products.

PARING MACHINES.
Sinclair-Scott Co., Baltimore.

PASTE, CANNERS'.
Edw. Ermold Co., New York City.
F. G. Findley Co., Milwaukee, Wis.
Fred H. Knapp Corp., Ridgewood, N. J.
A. K. Robins & Co., Inc., Baltimore.

PEA AND BEAN SEED.
Associated Seed Growers, Inc., New Haven, Conn.
Gallatin Valley Seed Co., Bozeman, Mont.
D. Landreth Seed Co., Bristol, Pa.
J. B. Rice Seed Co., Cambridge, N. Y.
Rogers Bros. Seed Co., Chicago.
Washburn-Wilson Seed Co., Moscow, Idaho.

PEA CANNERS' MACHINERY.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
F. Hamachek Mach. Co., Kewaunee, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Scott Viner Co., Columbus, O.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.

PEA HULLERS AND VINERS.
Chisholm-Ryder Co., Niagara Falls, N. Y.
F. Hamachek Mach. Co., Kewaunee, Wis.
Scott Viner Co., Columbus, Ohio.

PEA VINE FEEDERS.
Chisholm-Ryder Co., Niagara Falls, N. Y.
F. Hamachek Mach. Co., Kewaunee, Wis.
Scott Viner Co., Columbus, Ohio.

PEELING KNIVES.
A. K. Robins & Co., Inc., Baltimore.
Peach and Cherry Pitters. See Fruit Pitters.

PEELING MACHINES.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.

PEELING TABLES, Continuous.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Perforated Sheet Metal. See Sieves and Screens.
Picking Boxes, Baskets, etc. See Baskets.
Picking Belts and Tables. See Pea Can. Mchy.

PINEAPPLE MACHINERY.
Sprague-Sells Corp., Chicago.
Zastrow Machine Co., Baltimore.
Platform and Wagon Scales. See Scales.
Picking Belts and Tables. See Pea Machinery.
Power Presses. See Can Makers' Machinery.
Power Transmission Machinery. See Power Plant Equipment.

PRESERVERS' MACHINERY.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

PULP MACHINERY.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.

PUMPS, Air, Water, Brine, Syrup.
Ams Machine Co., Max, New York City.
A. K. Robins & Co., Inc., Baltimore.
Slaysman & Co., Baltimore.
Retort Crates. See Kettles, Process.
Rubber Stamps. See Stencils.
Saccharometers (syrup testers). See Cany. Sup.

SALT DISTRIBUTING MACHINE.
A. K. Robins & Co., Inc., Baltimore.

SEALING MACHINES, Box.
A. K. Robins & Co., Inc., Baltimore.
Fred H. Knapp Corp., Ridgewood, N. J.
Sanitary Cleaner and Cleanser. See Cleaning Compounds.
Sanitary (open top) Cans. See Cans.
Sardine Knives and Scissors. See Knives.

SCALDERS, Tomato, Etc.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Scalding and Picking Baskets. See Baskets.
Sealing Machines, Bottle. See Bottlers' Mchy.

SEEDS, Canners', All Varieties.
Associated Seed Growers, Inc., New Haven, Conn.
Gallatin Valley Seed Co., Bozeman, Mont.
D. Landreth Seed Co., Bristol, Pa.
J. B. Rice Seed Co., Cambridge, N. Y.
Rogers Bros. Seed Co., Chicago.
Washburn-Wilson Seed Co., Moscow, Idaho.
Separators. See Pea Canning Mchy.
Sealing Machines, Cans. See Closing Machines.

SHEET METAL WORKING MACHINERY.
Ams Machine Co., Max, New York City.
E. W. Bliss & Co., Brooklyn, N. Y.
Cameron Can Mchy. Co., Chicago, Ill.
Slaysman & Co., Baltimore.

SIEVES AND SCREENS.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Baltimore.
Sinclair-Scott Co., Baltimore.

SILKING MACHINES, Corn.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Baltimore.
Sprague-Sells Corp., Chicago.
Sorters, Pea. See Cleaning and Grading Mchy

SPEED REGULATING DEVICES (for Machines. Belt Drives, etc.).
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
Sinclair-Scott Co., Baltimore.
Supply House and General Agents. See General Agents.

STAMPERS AND MARKERS.
Ams Machine Co., Max, New York City.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Steam Jacketed Kettles. See Kettles.
Steam Retorts. See Kettles, Process.
STENCILS, Marking Pots and Brushes, Brass Checks, Rubber and Steel Type, Burning Brands, etc.
A. K. Robins & Co., Inc., Baltimore.

STIRRERS FOR KETTLES.
Sprague-Sells Corp., Chicago.

STRING BEAN MACHINERY.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

SYRUPING MACHINES.
Ayars Machine Co., Salem, N. J.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
E. J. Judge, Alameda, Calif.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Tables, Picking. See Canners' Machinery.

TANKS, Metal.
Berlin-Chapman Co., Berlin, Wis.
Slaysman & Co., Baltimore.
Sprague-Sells Corp., Chicago.

TANKS, Glass Lined, Steel.
Sprague-Sells Corp., Chicago.

TANKS, Wooden.
Sprague-Sells Corp., Chicago.

TELEPHONE, TELEGRAPH, Quick Service.
Amer. Telephone and Telegraph Co.—Everywhere
Testers, Can. See Can Makers' Machinery.
Ticket Punches. See Stencils.

TIN PLATE.
American Sheet and Tin Plate Co., Pittsburgh.

TOMATO CANNING MACHINERY.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

TOMATO PEELING MACHINE.
A. K. Robins & Co., Inc., Baltimore.

TOMATO WASHERS.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Variable Speed Countershafts. See Speed Reg

VINERS & HULLERS.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Frank Hamachek Mach. Co., Kewaunee, Wis.
Scott Viner Co., Columbus, Ohio.

WAREHOUSING AND FINANCING.
Guardian Warehousing Co., Chicago.
Wakem & McLaughlin, Chicago.
Washers, Bottle. See Bottlers' Machinery

WASHERS, Can and Jar.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
A. K. Robins & Co., Inc., Baltimore.

WASHERS, Fruit, Vegetable.
Ayars Machine Co., Salem, N. J.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Baltimore.
Scott Viner Co., Columbus, O.
Sprague-Sells Corp., Chicago.
Washing and Scalding Baskets. See Baskets.
Windmills and Water Supply Systems. See Tanks, Wood.

WYANDOTTE, Sanitary Cleaner.
J. B. Ford Co., Wyandotte, Mich.

Judge Syrupers

Positive Measure---High Speed---Non-Spill
Automatic Disc-feed

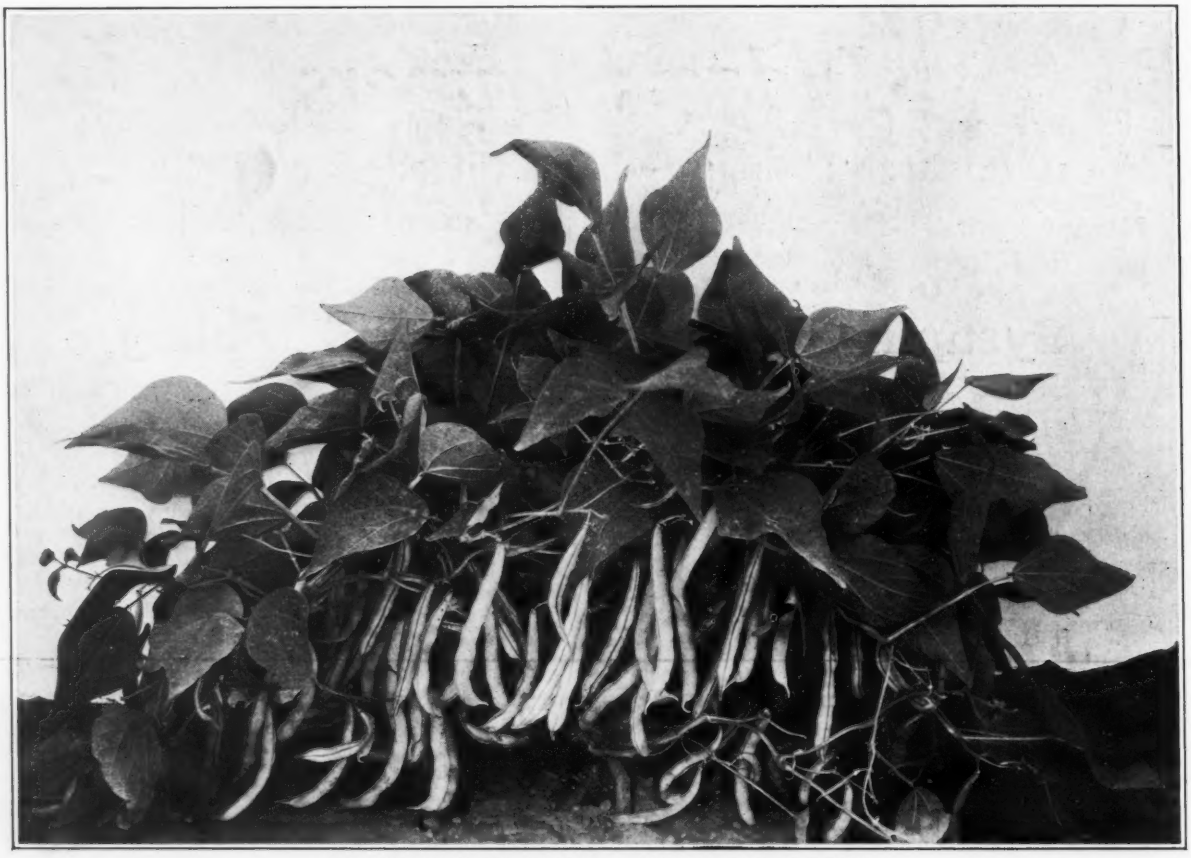
FOR

Syruping Fruits and for Liquid Filling

E. J. JUDGE

P. O. Box 238 ALAMEDA, CALIF.

DEPENDABLE SEED



THE KEENEY STRINGLESS GREEN REFUGEE BEAN

The Stringless Green Refugee Bean was originally developed and introduced by Calvin N. Keeney. Through many generations of breeding we have improved and fixed its type until it is now a leader among Canning varieties. In productivity, and attractiveness of pods, as well as earliness, when compared with any other stock we have seen, our stock is outstanding.

WE OFFER YOU SEED BRED FROM THE FIRST INTRODUCTION

Associated Seed Growers, Inc.

Comprising

The Everett B. Clark Seed Co. John H. Allan Seed Co. N. B. Keeney & Son, Inc.

Breeders and Growers of Seeds For Canners

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PRODUCTION BRANCHES IN TEN STATES